

# DISTRIBUTION AND WAREHOUSING



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## Code Bans Against "Consignment Selling" Stimulate Warehoused Spot Stocks

NRA Denies Reports That Industry Pacts Outlaw Placing Goods in  
Public Storage—Early Misinterpretations Corrected

By H. A. HARING

THE primary purpose of the NRA was to spread employment. The theory behind the enactment was the old one of labor organizations: that if they could compel the employer to break one job into two, the total earnings of labor would be greater. The Government, accordingly, set a maximum for the hours of labor and a minimum for the wage, hoping thus to spread out the jobs and enable more workers to earn their living.

Any employer will tell you that his payroll has gone up under this New Deal for labor. And, quite naturally, the labor unions and their spokesmen are jubilant. They have a new grip on industry; they have wormed their way into powerful Governmental positions; their memberships are swelling and their treasuries bursting.

But, even in the hurry of writing the law amid the despair of last winter, Congress knew that the New Deal must offer also something to the employer. There must be some "take" to offset all the "give."

Merely to lay upon employers an added burden would arouse resentment and bring sure defeat to this program to create added purchasing power for the people.

Therefore, into the law was inserted a "trading clause" or "bargaining basis."

In brief, the NRA plan offered the employer something he had long wanted, as a sop or bait to tempt him to swallow the payroll punishment and yet smile. The bitter medicine was sugar-coated.

Thus the NRA legislation annulled the anti-trust laws for a trial period of three years. It encouraged trade associations to go a long step toward price fixing falling athwart of the law; it gave these associations police-powers over their fellows; it drove them to a codifying of "ethical trade practices" and a condemnation of "unfair business customs."

These benefits suddenly laid in the lap of one industry after another the ideals for which leaders had long been striving but which had always balked them for three reasons: no industry could (1) compel 100 per cent assent to a code; or (2) compel payment of dues from non-assenting concerns; or (3) police performance.

Then, early in 1933, Congress unexpectedly issued a mandate not only permitting all these ideals but actually ordering them to be done.

Each industry was told to gather together, organize, write a code of fair business practices, and set up the machinery for enforcement.

Upon hearing reports that some NRA codes forbade the placing of spot stocks in public warehouses, Mr. Haring contacted official Washington. On four different occasions he received direct denials that NRA has taken any such drastic step.

"Consignment selling" is outlawed under most codes. At least two industry executive secretaries originally misinterpreted this ban to apply to spot stocks in warehouses but later bulletined a correction to their members.

Mr. Haring has investigated, and found false, a number of reports of industry codes prohibiting warehouse spot stocks.

All this, as told in the accompanying article, is important for distributors to know, and the facts as set forth by Mr. Haring should be called by warehousing to the attention of all manufacturers.

And, as the author here points out:

"The depression multiplied the 'evils' of consignments. A host of manufacturers have been drawn into this method of distribution against their own best judgment. Now, under the codes, they have a convenient alibi to quit all consignments. A spot stock stored with a public warehouse meets all requirements."

It is hardly necessary for these pages to recount all the "trading" necessary to enact a code. Each business man for himself remembers the experience. Many of us, unfortunately, lived through the hectic night sessions more than once, as we found ourselves involved in more than one code.

The Government fought for limited hours and maximum wages. The employers assumed their time-honored opposition to such an added cost unless there was assurance that a countervailing benefit would come to them from some other source. They demanded "something in return."

Their first application was for permission to fix prices. The law nullified the anti-trust laws in many particulars and they at once asked for the limit—namely, the right to control prices and thus insure a profit.

Here the Government became adamant. The labor unions hunched up their bristly backs. And, very quickly in June, came the announcement from Washington that prices must be kept under control and that monopoly would not be permitted.

Every code—and I believe there is no exception—recites in its early paragraphs that no "monopoly" shall be set up within the industry. If this sentence happens to be omitted it is automatically injected into the code by the President's blanket ruling in this situation.

Thus the industries were defeated in their first effort to "bring home the bacon."

As a let-down, the Government proposed that they write into the codes a prohibition of unfair business practices. The Government, as police chief, was willing to supervise a police department within an industry for the purpose of ridding it of unethical customs. And, at once, every man's pet grievance was brought forward, for all over the country each concern shouted mightily about the "unfair" and "unethical" practices of its competitors.

The first great stroke of "unfair competition" was greatly flaunted. It was child labor.

Child-labor was a thorn in the textile industries, especially because the New England States strictly forbade employment of children while the Southern States permitted it. The cost of operation of mills in one of these regions was much higher than in the other; and, in the minds of the New England mill owners, the cause was in exploitation of youthful workers.

Child-labor had, fortunately, a deep sympathy appeal. Therefore public sentiment was whole-heartedly with the NRA when the first textile codes forbade child labor in the mills.

Code writing, from that moment, took a new angle.

Up to that time the Government had been demanding hours and wages (plus some minor things) and the employers fighting to hold the limits within reason. Now, suddenly, the employers stiffened their shoulders and put the Government on the defensive. Code hearings devolved into a fine lot of jockeying one

paragraph against another—one "yield" against a "gain." "Trading" became the rule of the day.

Within the industries, too, it was no simple matter to write down what should be branded as "unfair." Each concern hotly defended its own pet devices but loudly denounced a competitor's ways. You, who spent weary days and nights over the codes, know far more than I dare write and more than this magazine would venture to print.

#### Dictionary of Unfair Methods

AS finally written in the 300 codes approved by the first of March, of this year, an impressive list of "business sins" has appeared. Scan the following list!

- Rebates.
- Bribery.
- Price discrimination.
- Style piracy.
- Misleading advertisements.
- Combination sales.
- Free deals.
- Premiums.
- Contests.
- Prizes.
- Bid peddling (in construction industries).
- Consignment selling.
- False records.
- Deceptive practices.
- Refunds.
- Gifts.
- Selling below cost.
- Selling at less than fixed mark-up.
- Violation of standard terms of sale.
- Violation of standard discounts.
- Special services without charge.
- Advertising allowances.
- Advertising allowances in excess of 5 per cent of total annual purchases of a customer.
- Advertising allowances for items retailing at less than \$2.
- Sale of reconditioned or made-over goods unless plainly designated as such.
- Dumping.
- Consignment selling "unless approved by the code authority."
- False advertising.
- Guarantee against advance or decline in market price.
- Inaccurate invoicing.
- Selling "seconds" or "rejects" or "imperfects" or "thirds" not indelibly marked as such.
- Excessive cash discounts.
- Piracy of designs.
- Payment for window displays.
- Allowances to jobbers for warehousing goods.
- Advertising allowances for special sales.
- Return of merchandise for credit.
- Furnishing of display forms without charge.
- Hidden demonstrators in retail stores.
- Commissions or premiums to store salesclerks.
- No returns except for defects.
- No credit for worn garments.
- No merchandise shall be consigned, nor may a method of selling be used which has the effect of selling on consignment or memorandum.
- No selling at less than cost, except sales to other manufacturers and sales to close out stock.

No dating.

No shipments on consignment. No bribe, gratuity, gift or other payment or remuneration, direct or indirect.

No procuring of a competitor's secret information or confidential data.

Cancelling a contract without a fair consideration.

Dissemination of false or misleading information about a competitor, his product, his credit standing, his ability to produce or perform, etc.

Shipping coal or lumber, etc., "for stock in transit" without previous sale.

Samples at less than stock prices.

Improper sample allowances. Less than list price for sample books.

Secret allowances. Special services or privileges to customers.

Deceptive containers. To adjust claims in such manner as to hide secret concessions.

Splitting or dividing commissions so as to give a customer a price advantage.

Enticing away a competitor's workers or salesmen.

Not to supply repair parts to another's machine or implement, unless the part is indelibly marked so as clearly to indicate that the part is not made by the maker of the original machine or implement.

Lump sum bids (construction, machinery, equipment, etc).

Not to alter marks on lumber. Allowances for used goods not to exceed published basis.

No trial shipments.

No consignment sales except under regulations to be set up by code authority.

No floating ledger balances.

No special credits.

No protection orders.

No blanket orders.

These, and many others of less general interest, are forbidden as "unfair trade practices." Some industries also have long lists of unethical customs peculiar to a single industry—such as iron and steel, corsets and brassieres, hats, theatrical industries, lumber and timber, coal, hosiery, wall paper, salt, food products, shoes, lime and cement, umbrellas, drugs, furniture and floor wax and polishes, warehousing, trucking, etc.

#### Consignment Selling

NOT all of these forbidden practices appear in any one code. Of course not.

Nor has it been possible to count, because many codes have not yet been made available in completed form. Many of them, furthermore, are already revised by Code Authorities and by Executive order, all of which changes are difficult to assemble.

High in the list, however, so far as completed codes are available, stand these prohibitions:

1. Misleading advertising.
2. Defamation of a competitor.
3. Secret prices.
4. Deceptive practices.
5. Consignment selling.



These five lead in frequency of appearance among the codes.

It is decidedly interesting to study this list of five unfair practices. The first four are much alike. They are vague, or intangible. They are more matters of opinion than of provable fact. Two men, honestly and sincerely, might hold opposite opinions about any single act. And these four are, in final analysis, hardly more than variations of that Commandment of old: "Thou shalt not bear false witness against thy neighbor." They all relate to deception, and about deception there is often the possibility of being mistaken.

The fifth forbidden practice, that of consignment selling, is different. It is definite, tangible; it either is a fact or it is not. Any one can judge and be sure of the right answer.

The usual definition, as it appears in the codes, is this:

The term "consignment selling" as herein used shall include the delivery of goods by a manufacturer to a distributor (whether as agent, purchaser, or otherwise) under an agreement or understanding, expressed or implied, pursuant to which the seller retains a lien or title to or an interest in the goods delivered, or pursuant to which the distributor may at his option return the goods or claim a credit.

Consignment selling has always been looked upon as a trade "evil." It permits the jobber or retailer to do business without investing his capital in the goods.

The manufacturer finances his distributor by an indirect method, which inevitably leads to abuses and dishonesty.

Trade associations for years have fought the custom. They have always failed to eradicate it, because they held no club to compel offenders to mend their ways. No law prohibited consignments. And, of recent years during the depression, the volume of consigned merchandise has grown prodigiously.

Now, out of a clear sky, indirectly under the codes it has become possible to lambast this practice.

Industry after industry as jumped at the chance to make consignment selling unlawful, plus the possibility of punishing those who persist.

Small wonder that consignment selling rates a high place in the list of forbidden and unfair acts!

#### To Consign or to Warehouse . . . ?

WITH very few exceptions the stock of goods formerly consigned to a jobber ought always to have been in a merchandise warehouse instead. Now that to consign to the jobber is under the ban, these goods in renewed volume should find their way into the public warehouses, where, as just stated, they more properly belong.

In order to measure the two methods of distributing—the consignment versus the warehoused stock—let us briefly review the two in their chief essentials.

1. First of all, in importance, arises the difference under the law.

The consigned stock is out of the

manufacturer's hand. He ships to his dealer or jobber, under an agreement either written or oral that the goods remain his, to be paid for if sold or to be returned if not. Stripped of all the lengthy wordings, the agreement is this and nothing more. All risk of damage and deterioration remains with the manufacturer, along with the lost value from display and handling.

Even at that, the manufacturer has only a slender hold on the distributor (in law) unless he goes to certain legal steps to perfect his title. An oral agreement, or some informal understanding, works nicely of course so long as the distributor is strictly honorable and also remains financially strong. But, in anticipation of difficulties, the consignment agreement is effective only (a) when in written form; (b) when formally filed with the clerk of the proper Court; and (c) in nearly all States when the goods are in some manner marked as consigned to the dealer and not sold to him. In a handful of states (d) it is also required that the consignment agreement shall be advertised in a newspaper and notice conspicuously placed at the dealer's place of business.

Should "anything go wrong" with the dealer, the consigned goods do not flow back to the manufacturer automatically or easily.

Not a bit of it!

In order to regain possession, the manufacturer must institute Court proceedings to prove his title and to enjoin the referee in bankruptcy (or receiver) from mingling these consigned goods with other possessions of the dealer. The manufacturer suffers expense and annoyance to lay hand on what was his all the time but which he had let out to the dealer under an unethical trade custom. The manufacturer is entangled with the dealer's financial troubles far more intimately than if he had merely a claim for money due.

By contrast with this condition, the same goods in a public warehouse are under the manufacturer's control all the time. Even the process server can not attach them. Only so much goes out to the dealer as he needs for immediate deliveries, to complete sales. Even then the C.O.D. rule may be invoked, especially if the dealer's credit standing is impaired. Should the dealer fail, no goods are at stake which belong to the manufacturer. The most at risk is uncollected balances for goods previously sold (which would be the case either under consigned stock or warehoused goods).

2. The second difference relates to the manufacturer's records.

The distributor who holds a consigned stock suffers under every incentive to delay and withhold the report of his sales. So long as the consigned items are not sold, the manufacturer has no claim for money. He renders no invoice. But, upon making a sale, the distributor is expected to send in an immediate report. Then the manufacturer prepares his invoice, and the sum is due.

No wild imagination is required to understand why the dealer is tempted to

delay his reports. Every day gained is to his profit. Thus, under consignment selling, the temptation is ever present to postpone the report, to "be too busy," to "forget to mail it," to be "behind with our posting," etc., etc. These excuses easily slide over into downright dishonesty in the report, under-reporting, over-inventorying, unjustified claims for spoiled goods, and the like. A dishonest merchant never depletes his stock of excuses.

But not so with the warehouseman. When he holds the stock for the manufacturer he rests under a compelling motive to submit reports promptly. He is a third party, who has no financial interest in the goods or their sale. He merely represents the manufacturer in making a delivery.

The warehouseman mails his report at once, accompanied by receipts for the goods or remittances if handled on the C.O.D. basis, because it is to his advantage to show fast turnover of the stock. His position is the opposite of that of the dealer, whose desire is to show slow stock turns and big balances on hand.

3. The third great distinction has to do with the manufacturer's capital tied up in goods.

Under consignment selling each distributor fights for ample stocks. Why not? It is not his capital. And, naturally, he knows the advantage of complete assortments and quantities enough for any sort of an order.

Were there only one distributor for the manufacturer, this might do no harm. But that is seldom the condition.

In each city, certainly within each trading zone, the manufacturer will have a multiplicity of consigned stocks outstanding. Each strives for maximum lots of the goods.

So great becomes the financial burden on the manufacturer that none but the strongest ones can undertake consignment selling. Indeed, as reported to me by many trades, herein lies the "unethical" side of consignments: it gives too great an advantage to those already strong and helps build up a monopoly for them.

But, by warehousing the goods, one spot stock may serve a whole zone. The dealer or the distributor requires only enough for display or for one week's sales. This minimum stock he buys on customary terms. He can quickly replenish the stock from the warehouse; and, for the manufacturer, every trade outlet is supplied with ample stock all the time and yet the total investment is reduced far below what would be required to stock each outlet as it would like to be stocked under consignment.

The warehoused stock resembles a fire insurance company: one central supply protects all, without a burden on anyone.

#### Under the Codes

NOW the codes forbid consignment selling.

There will be, without question, a certain amount of subterfuge. Devious ways, such as false invoicing and deceptive bookkeeping entries, will occasionally perpetuate the "evil" in spite of the

Code Authorities. No law, and no rule, can be worded or enforced so as to catch every offender.

Yet, in a general way, members of the code industries will live up to their agreements. There will be, therefore, a very large abandonment of consignment selling.

Consignment selling is not, however, the same thing as a spot stock in warehouse for buttressing the market with goods. The "evil" of the consignment was because the distributor held the goods, while not having a dollar of his own capital at risk. He was doing business on the manufacturer's capital, not his own; and at the same time he was able to display huge stocks and "false front" a strength which was not there.

But the manufacturer's spot stock is a different matter, both in law and in fact.

Such a stock belongs to the manufacturer. It stands in his name. His control is absolute. From such a stock a distributor withdraws only so much as his week's volume justifies—so much as he is prepared to pay for on the customary terms of the trade. The manufacturer is supporting the demand for his product, exactly as though his factory (or a branch house) were located in that market.

Nothing of consignment selling is involved in a spot stock. The two are entirely different procedures from start to finish.

It has been reported to me, during the past six months, that some of the codes place a ban on the spot stock, as well as against consignment selling.

To me these reports seemed so utterly ridiculous that for several months I have taken the trouble to go directly to headquarters for each case of this sort that has come to my notice.

Nine instances have occurred. In eight of these industries the reply has been a definite denial (I have never had either reply or acknowledgment from the ninth); and, in the codes themselves, there is not a single word to forbid spot stocks. Only one code contains anything which might, by any possibility, be stretched to cover "spot."

Not content with lodging my inquiries with the industries involved in these rumors, I have even gone to NRA officials.

Their replies are equally straight to the point. In three separate statements, on three different occasions between Oct. 3 and Feb. 27, three NRA bureaus at Washington have said to me that they "know of no code, approved or adopted, which carries any such provision." And, on March 2, a fourth official telegraphs: "There is no such code sentence."

Those replies are direct. They are not ambiguous, as so often are the responses of Governmental bureaus. Nor do their replies "refer" me to some one else. They shoot squarely at the heart of my inquiry and they answer "No."

So far, then, as the codes themselves are concerned, we may safely assume that the proper distinction has been followed between "spot stocks" and "consigned stocks." There should be. For,

in their nature, the two are entirely different. The "consigned" stock and the "spot" stock are so unlike in every feature that there should be no confusion. The whole basis of maintaining and manipulating the stocks is different.

A "consigned" stock is lodged with the dealer or jobber, to be paid for when and if he is able to sell the goods and to be returned for credit if he does not make a sale. A "spot" stock, on the contrary, remains in the possession of the manufacturer either (1) in his own storehouse or branch agency; or (2) in a public merchandise warehouse subject to his orders for withdrawal.

Only in the most inexperienced use of the words would anyone mistake the two terms as meaning the same thing. The "consigned stock" is not a "spot stock" at all: it is not available for any dealer except the one who holds it. He has no intention of accommodating competitors; and, in all likelihood, he would refuse to honor even the manufacturer's request to help out a business rival with any of the goods.

#### Code Interpretation

SO much for the codes. They forbid consignment selling, in many trades. They do not outlaw the spot stock. The consigned stock is never with a public warehouse. But the spot stock often is.

I have learned, however, that in two and possibly three trades, careless or hasty "interpretations" have been circulated which have named "spot stocks" as forbidden. One of these I learned of through hearsay; another was put before me in the mimeographed sheets of an executive secretary. This mimeographed release says:

"The Code prohibits consigned selling and consigned stocks, that is, spot stocks."

In a personal letter, this secretary explains to me that in their trades "spot stocks" and "consigned stocks" have always been rather loosely used. The terms, to many brokers and salesmen, mean about the same thing. His own mimeographed sheets were hastily prepared. Thus the trade's vernacular got into official circulation. But, in the later printed interpretations of their code, those last four words ("that is, spot stocks") did not appear. By that time, the office of the Code Authority had learned of the misunderstandings which resulted from the first, and partly careless, wording.

This secretary, in his letter, reports another trade in which the same mistake was made in the preliminary announcement to members; but, in that instance also, a correction was afterward made.

Inasmuch as both these cases were nothing but errors—thoroughly excusable under the rush to get out information to memberships of the trades—I purposely do not identify the trades.

As a matter of fact, the public warehouse should be a Godsend to the harassed consignors of manufactured goods.

The depression has multiplied the "evils" of consignments. A host of manufacturers have been drawn into this

method of distribution against their own best judgment. They have been urged on by sales departments which were willing to try anything to maintain volume; and, owing to the terrible credit conditions of 1933, these manufacturers have paid heavily for what they got. They shipped from the factory in nice lots but no incoming dollars ever resulted from the shipments.

Now, under the codes, they have a convenient alibi to quit all consignments. The more sincerely they live up to NRA in this respect, the better will be their 1934 net profits.

A spot stock, stored with a public warehouse, meets all requirements. If necessary for the convenience of customers, warehouse stocks may be multiplied without additional expense.

All the bad results of a consigned stock may easily be avoided. Yet every dealer or jobber, by stocking on the usual terms of buying for his trade, may supply himself with what he will need for a day, a week, or a month. He knows that at any moment he can fill in gaps, or get fresh goods, from the nearest warehouse. He is just as well off as though he had the goods on his own floors, with the single exception that he does not put up such a bold front (of false quantities of goods on hand).

To the manufacturer every advantage lies with the stock in public warehouse, always under his control and guarded by a disinterested third party whose sole concern is his professional standing as the "keeper of other people's goods."

For warehousemen are, as their slogan runs, truly the "bankers of merchandise."

#### Other Trade Abuses

NOR has the "spot stock" escaped abuses.

In the bitter competition of these years to move merchandise on whatever terms, the spot stock has become a tool for discrimination. So bad has grown this situation (especially in the food trades, bedding, paint and varnish, wall paper, etc.) that jobbers and other large buyers have complained to high heaven. They have lost all the benefits of buying in large quantity, such as carloads, because the manufacturer's spot stock is so manipulated by brokers and sales agents that the small buyer gets the same net price as the large buyer.

To understand what has happened, it is necessary to remember that, in theory, a lot of goods delivered to a retailer or jobber out of warehouse stock was to be invoiced at the ex-warehouse price. This was supposed to be factory price, plus less-than-carload freight rate from factory to local point, plus a small fee.

In many trades, furthermore, it was the custom to "equalize the time of railroad transit." For, as anyone can see, if the small-lot dealer had ordered goods in less-than-carload lots he would not only have paid the l.c.l. freight rate but he would also have waited as many days as the transportation would require. But, by withdrawing goods from a local warehouse, he got them instantly. Even though he then was billed for the l.c.l.



freight rate, he saved the time. Therefore, in order to "equalize" this factor, one of two methods was originally followed: (1) the invoice was dated back days enough to cover what would have been the time in l.c.l. transit; or (2) he was assessed an "ex-warehouse fee" of from  $\frac{1}{2}$  to 1 per cent, which was, roughly, the equivalent of the time gained when converted into customary terms of sale for the goods.

This was, as we have indicated, the "theory." It was. Alas! it no longer is. Competition, these four years, has wiped out all pretense to follow any such "theory."

In many trades, such as those already named, the manufacturer has today "absorbed" all these costs. He hardly mentions the "ex-warehouse" price when trying to make a sale. Senseless competition for orders, even down to five cases of canned goods or a single mattress, are gladly booked from a retailer. Such a retailer ought to buy through a jobber and pay the jobber's price; but, these times, he has often found a manufacturer's broker who would book his tiny order.

Then, when it came to invoicing the goods, the tiny order was billed at the car-load price and the car-load freight rate and nothing said! You can see that the wholesale buyer had thus lost all his advantage as a buyer in large lots. Any dealer, or a parlor jobber or fly-by-night wholesaler, by sending his truck to the warehouse for one case of goods, or twenty-five, could buy as advantageously as his neighbor wholesaler who stocked a carload and tied up his capital for a month.

This abuse of the spot stock has contributed to the breaking down of legitimate wholesaling, the foundation of which is that the wholesaler buys in large lots at a lower price and parcels out the goods to retailers in small lots at an advanced price.

Indeed, jobbers did not long remain behind in this procession. Even they quit ordering in large lots. In self protection, they had little choice. They did not hesitate to go to the public warehouse daily, even two and three times a

day, for less-than-truckloads of paint or flour or salt or canned goods.

The price differential between large lots and small has, in this manner, broken completely down. That price differential is the jobber's only possible source of a profit.

One friend, who sees things keenly, offers the following explanation of what happened in code making or code administration for such an industry. He suggests:

"Due to this condition, apparently some spineless or ignorant code committee did not attack the situation at its source (i.e., differential price or through elimination of spot stocks which they wrongly interpreted as "consigned stocks") which would have compelled the larger buyers to buy in carloads at the source of supply or import, and the smaller ones f.o.b. point of origin and await arrival of their goods and pay the l.c.l. freight.

Instead of maintaining price differentials, as the proper and only sure cure for this situation, some industries have gone too far. They have tried to forbid spot stocks.

Not all, however.

Several codes have re-established ex-warehouse prices and have rigidly defined quantity discounts (or the net price for small-lot orders) and have then set up the machinery, through their Code Authority, to police compliance.

The only proper way to operate a spot stock, whether in public warehouse or private storage, is to adhere strictly to quantity differentials in the price, plus adjustment for the equivalent of l.c.l. freight for anything less than a carload. This, too, is the aim of those codes which have set up ex-warehouse prices for their goods.

Such a plan of selling is free from abuses. It is manifestly fair and ethical. It protects the interests of seller and buyer alike, and it preserves fair and open competition within the trade.

#### Public Warehouses Serve

ONE of the finest contributions of the merchandise warehouse to American commerce has been its service as the

alternative of consignment selling. Beginning notably in Iowa and Minnesota in 1921 and 1922, in those disastrous years following the World War, manufacturers have turned to the warehouse to buttress their sales rather than put out goods on consignments.

And in the era of our New Deal in business, as the codes rule out the consignment sale in one industry after another, distribution is certain to flow more and more through it proper channel. That channel is the public warehouse. The warehouse is perfectly designed for this service—as a matter of fact, the rendering of just this service is one reason why we have public warehouses for merchandise.

If your code contains the ban against consignment selling, the way is simple and easy to comply to the letter of the regulation.

A spot stock in a public warehouse brings you every advantage that had been sought with the consigned stock, plus other gains which were impossible under consignment.

Some of the more recently announced codes have taken a straddling position with reference to consignments, probably for the reason that consignment selling is so interwoven with their retailing methods that no Code Authority can hope to weed it out entirely. Therefore these codes forbid consignment selling but add a proviso in some such wording as: "Under such regulations as may be announced by the Code Authority"; "Except by permission of the Code Authority"; "Unless approved by the Code Authority"; and the like.

Clearly, in such instances, it is the intention to throttle abusive consignment selling while trying to retain for code members the right to consign goods under some conditions.

Such straddling provisos will be found, among others, in these codes: Wholesale Automotive Trades, Furniture and Floor Wax and Polishes, Paper Distributing Trades, Concealed Radiator and Heating Industries, Secondary Aluminum Industry, Steam Heating Equipment Industry; and, quite possibly, others I have missed.

### Sweeting as a "Pied Piper" Rids a Shrine of Starlings with Paste and Liquid Smear

UNDER the heading "Science Defeats Starlings as Odor Routs Birds from Franklin Shrine," the following story, published in the Philadelphia Public Ledger of March 9, regarding the activities of a prominent member of the furniture warehousing industry, is self-explanatory:

"Modern chemistry has beaten starlings, which seek a resting place at the Franklin Institute, without doing the slightest harm to the birds except to offend their esthetic perceptions.

"The authorities of the Institute had been at their wits' ends over the starling problem. The highly intelligent birds, loving noble architecture, had chosen as their best-loved lodging for the night

the new Benjamin Franklin Memorial and the Franklin Institute Museum at Twentieth Street and the Parkway. A daily sand-blasting of the stonework threatened to become the only solution for the keeping the cornices, capitals and pediments clean.

#### To the Rescue

"But one member of the Institute, W. E. Sweeting, president of the Atlas Storage Warehouse Co., and interested in chemical experimentation since his boyhood, suggested to Dr. Howard McClenahan, director of the Franklin Institute Museum, that he would like to try his hand at playing Pied Piper to get rid of the bird pests.

"Strange pastes and liquids of secret formula were concocted by Mr. Sweeting. Jack Hassler, steeplejack, was sent aloft with a crew of men to aid him. The pastes were smeared, the liquids sprayed.

"And the idea worked! The starlings couldn't stand the smell. One whiff—they flew, shrieking consternation.

"The United States Bureau of the Biological Survey is authority for the doctrine that if starlings can be kept away for a few days from a favorite roosting place, they will hunt up another and stay away for good and all—that is, the particular army accustomed to camp there. So it is hoped the cure will last longer than the medicine."



# Latest Developments in Warehousing's Code Situations Under NRA

**Public Hearing Held on Refrigerating's Proposed Pact—  
Household Goods Document Finally Approved and On Way to  
White House—Regional Meetings in Merchandise Trade—  
Trucking's State Authorities Include Storage Executives**

## Capacity Control Provision Argued at Public Hearing on Cold Storage Industry Code

DISTRIBUTION AND WAREHOUSING'S  
Washington Bureau,  
1157 National Press Building

AS had been freely predicted, the question as to whether the National Recovery Administration should give the force of law to a proposal by the refrigerated warehousing industry for control of capacity proved to be the most controversial point in public hearings, begun here on March 15, on that industry's code of fair competition as submitted to the National Recovery Administration by the Association of Refrigerated Warehouses (a division of the American Warehousemen's Association).

E. G. Erickson, vice-president of the Chicago Cold Storage Co., Chicago, made a vigorous plea that the code provision be preserved intact; to back his contention, he introduced statistical argument that to omit the provision would be uneconomic and exceedingly harmful not only to cold storage warehousing but also to investors in refrigerated plants, present and prospective.

Opposition was voiced by R. L. Bradshaw, representing the Machinery and Allied Products Industry; and by Houston Thompson, Washington representative of the Refrigerating Machinery Association, who submitted a brief. Their interest was based on the depressing effect such a provision would have on the manufacture of equipment which goes into refrigerated warehouses.

The section under discussion would require any operator who desired to construct new capacity to prove public necessity and convenience so demanded. This would cover new plants and additions to existing facilities.

Cold storage warehouses temporarily shut down for repairs for a period of not more than twelve months prior to Sept. 8, 1933, would not be affected by this restriction; nor would those which were "out of operation because of the intent in good faith to further the economic conduct of the business of such company or operation."

Mr. Erickson pointed out that the peculiar and costly construction of cold storage warehouses made it impractical to convert them to other uses; therefore when once built they must be used for their original purpose if they were to

represent any substantial addition to the economic structure of the country.

Alluding to the growth of the industry, from a capacity standpoint during the past fifteen years, Mr. Erickson fixed the cubic feet of refrigerated space in the country in 1922 at 189,497,002. In the years 1926 and 1927 there was "an epidemic of new construction of cold storage buildings" extending to practically all parts of the country. Continuing his recital, he said

"The effect of the expansion of the prosperity years of 1928 and 1929 in our industry was exactly the reverse of what it was to most industry in this country; for while the prices of other goods and the profits were increasing, the gross income of the refrigerated warehousing industry was declining. This extraordinary condition was due to the unnecessary and extravagant construction of new refrigerated warehousing space.

"According to Government figures, cubic feet of cold storage space in 1927 was 268,222,230, an increase over 1922 of 42 per cent. In 1931 the same source shows figures amounting to an increase over 1922 of 67 per cent. So that two-thirds as much new space had been brought into competition for the storage of a comparatively limited amount of perishable food products."

After quoting figures to show a continuing drop in receipts for storage during the period of rapid increase of capacity, he presented statistics to show that the percentage of available space actually in use also has been steadily declining. Continuing, he asked:

"With something less than half of the available storage space providing revenue at a rate basis 27 per cent below that obtaining in the base period, 1922 and 1925, can there be any wonder at the mad scramble for business, the rate-cutting and the inevitable depression of labor's wages in this industry?

"How can any relief come to this industry and the 9,000 employees it is responsible for, unless a rule of reason is applied to this competition arising out of unrestrained and unreasonable building of new plants through the investors?

"There are hundreds of thousands of investors who have lost an enormous amount of their savings in this orgy of warehouse building. For instance, in the State of Michigan alone refrigerated

(Continued on page 14)

## Furniture Warehousing Pact, Finally Approved, Is Being Sent to President Roosevelt

DISTRIBUTION AND WAREHOUSING'S  
Washington Bureau  
1157 National Press Building.

AFTER several months of negotiation the code of fair competition for the furniture warehousing industry was finally on its way to the White House for Presidential approval as this April issue went to press.

Deputy Administrator T. Lee Miller of the National Recovery Administration, who has had the compact in charge, completed his post-hearing conferences and revisions on March 21 and forwarded the pact to Divisional Administrator A. D. Whiteside.

It was expected that examination of the revised agreements in the office of the divisional administrator would be perfunctory and that it would be passed on almost at once to General Johnson.

The existence of labor troubles in the automobile industry, requiring much of General Johnson's time and attention, was the only obstacle to early submission to the President that was in sight at press time. Serious complications in that field might cause delay, but otherwise Deputy Administrator Miller looked for early approval.

The delay in getting the code out of the administrative offices of the National Recovery Administration has been caused almost entirely by difficulties encountered in harmonizing the code with that of the trucking industry. A dispute has been carried on for several months not only in the industries affected, but also among deputy administrators of NRA, concerning the proper treatment of the trucking features of warehousing. The warehousemen have insisted upon their right to have their own code, covering all of their operations, and they found Deputy Administrator Miller friendly to this idea. On the other hand the trucking industry contended that the mere fact that goods are brought to rest in warehouses does not remove the essential trucking feature, and the trucking industry sought to have at least the trucking element come under its code.

Mr. Miller said he had succeeded in harmonizing the two on a basis which he believes will be mutually satisfactory. What this agreement is will not be made public until the code has been approved.

—James J. Butler.

### Illinois No. 11 Tariff Is Adopted in Region 8, with Insurance Credit Amendment

TO avoid placing the operator of a non-fireproof warehouse at a competitive disadvantage through too much uniformity in the permanent rate structure the rate committee for Region No. 8 of the Merchandise Warehousing Trade has included in its new tariff an unusual monthly credit arrangement on insurance.

The committee early in March, following a series of daily meetings held in Denver beginning Feb. 28, adopted Illinois Tariff No. 11 as to rates. Conditions and terms are adapted to local conditions.

Arrangements have been made to have the tariff printed at a low cost, and copies will shortly be sent to operators throughout the region. To comply with the anti-trust laws it will be necessary for each operator to file his tariff individually. A man has the privilege of filing a separate tariff of his own, but almost universal use of Illinois No. 11 is considered certain in this region.

The special credit clause which does away with customer objection as to cost in non-fireproof warehouses, reads:

"A warehouse having a higher fire insurance rate than the lowest fire insurance rate in the community will have the privilege, on application of the storer, of crediting, on a monthly basis, the difference in cost of insurance on a good store, provided a verified copy of the fire insurance policy shall be filed by the storer with the warehouse in which the goods are stored."

It was first feared that the arrangement might be considered as permitting rebating, but the committee decided the step was plainly a fair means of attaining a legitimate balance between rates in absolutely fireproof buildings; sprinkler and fireproof; fireproof without sprinkler; mill type with sprinkler, and mill type without sprinkler. Sponsors of the measure maintained that as Tariff No. 11 is on a seven and one-half cent base, without the clause all firms would be alike and the one having no fireproof features would be at a very distinct disadvantage.

Until organization of a permanent regional group is completed, the Colorado Transfer and Warehousemen's Association is serving both Colorado and Wyoming. Although the Utah association is holding separate meetings, Colorado and Utah associations are working closely together.

Meanwhile James F. Duffy, Region No. 8's member of the Code Authority, announced a fifteen-day extension of the period allowed for filing tariffs in the region. March 26 was specified as the deadline for actual filing.

### Johnston Talks "Code" to Southern Operators

Following election of the Merchandise Warehousing Trade's Code Authority at St. Louis in February the Southern Warehousemen's Association staged a series of group meetings in Region No.

3—at cities including Roanoke, Va., Charleston, W. Va., Louisville, Nashville, Atlanta, Jacksonville, and Charlotte, N. C.

At each gathering the Code set-up was explained by Clem D. Johnston, Roanoke, the Region No. 3 member of the Authority. He was accompanied by R. B. Young, Savannah, the Southern's president; and Theodore F. King, Chattanooga, chairman of the Southern's cost finding and tariff committee and a member of the executive committee of the merchandise division of the American Warehousemen's Association.

### Erickson Tells Wisconsin Operators About the Code

Elmer Erickson, Chicago, Region No. 4's member of the Merchandise Warehousing Trade Authority, explained Code requirements in an address before the Wisconsin Warehousemen's Association in Milwaukee on Feb. 24. Other speakers included the association's president and secretary, Guido J. Hansen and Anthony L. Fischer, both of Milwaukee.

### Johnson Names Clark for Code Authority

DISTRIBUTION AND WAREHOUSING'S  
Washington Bureau,  
1157 National Press Building.

FRED E. CLARK, professor of marketing at Northwestern University, Evanston, Ill., has been appointed Administration member of the Merchandise Warehousing Trade Code Authority, it is announced by Gen. Hugh S. Johnson, NRA Administrator.

Meanwhile Gen. Johnson has officially approved the personnel of the Trade's Code Authority regional members who were elected by certificate holders after adjournment of the St. Louis convention of the American Warehousemen's Association in February.

### Delay in Proposed Code of Foreign Freight Forwarders

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Washington Bureau,  
1157 National Press Building.

ALTHOUGH it has been expected here for several weeks, the proposed code of fair competition for the foreign freight forwarders industry, had not yet been filed with the National Recovery Administration up to March 21.

The National Association of Foreign Freight Forwarders and Brokers was incorporated some time ago for the purpose of organizing the industry for code purposes, and representatives of this group have been in communication with Deputy Administrator Weaver, who, it is expected, will be placed in charge of hearings. The Association has offices in New York City.

—James J. Butler.

When you ship goods to a fellow warehouseman, use the Monthly Directory of Warehouses.

### Oregon Dock Operators Are Against Inclusion Within Warehouse Code

THE Portland (Ore.) Dock Operators' Association has filed with the National Recovery Administration at Washington a protest against their wharf storage activities being brought within the scope of the Merchandise Warehousing Trade Code of Fair Competition.

In a meeting with local warehouse the dock operators were informed by O. C. Taylor, Portland, Region No. 9's member of the Trade's Code Authority, that they would have to come under the code when storing goods at their docks and wharves beyond stipulated free time.

This would compel the dock operators to file tariffs with warehousing's Code Authority in keeping with cost accounting methods to be set up under the Code, and to charge the full rates set forth in such tariffs.

### NRA Official Considers Dock Operators Subject to Warehousing's Code

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Washington Bureau,  
1157 National Press Building

WHILE the specific question has not yet been formally presented to the National Recovery Administration, Deputy Administrator T. Lee Miller, in charge of the Merchandise Warehousing Trade's Code, has indicated he will not favor exemption of dock and wharf storage activities from that compact.

This would require the operators to file tariffs with the Trade's Code Authority, based on the cost accounting methods which are to be set up, and to adhere to the rates therein fixed.

Wharf and dock storage within the stipulated free storage time would not be affected.

Many of the operators, particularly on the West Coast, are anxious to have an exemption, but Deputy Administrator Miller regards this feature of their activity as essentially a warehouse practice and considers them within the Code's jurisdiction.

—James J. Butler.

### Weatherred Addresses Southwestern Groups

G. K. Weatherred, Dallas, Region No. 7's member of the Merchandise Warehousing Trade Code Authority, talked "Code" at an extended series of group meetings in cities of the Southwest late in February and during March. At some of the sessions he was accompanied by S. J. Beauchamp, Jr., Little Rock, Ark., president of the Texas-Southwest Warehouse and Transfermen's Association, and B. Frank Johnson, Fort Worth, the association's secretary-manager.

Cities visited include San Antonio, Houston, New Orleans, Little Rock, Oklahoma City, Amarillo, Lubbock, El Paso, San Angelo and Harlingen. The groups which assembled included nu-

merous executives who are not affiliated with the Texas-Southwest.

One notable accomplishment was the forming of a local association in Little Rock, with agreement to prepare a tariff. Hitherto the Arkansas city has been without a permanently organized group.

### **Connecticut Operators Discuss Code Problems**

Charles E. Nichols, Boston, Region No. 1 member of the Merchandise Warehouse Trade Code Authority, addressed the merchandise division of the Connecticut Warehousemen's Association at the organization's March meeting. Commercial storage operators not affiliated with the association were present and some of them are expected to join "ConnWA".

The tariff situation was discussed at length and the group requested additional time in which to prepare a schedule of charges.

### **Colorado Association Advises Merchandise Operators Not to Pay Dues Under Other Codes**

OFFICERS of the Colorado Transfer and Warehousemen's Association have advised small operator members whose activities extend into fields covered by other than the merchandise warehousing Code to observe fully the provisions of the other codes but not to subscribe financially to their administration.

The association maintains that when a man gives full financial support to the code governing his major line of business he is bearing as much of the load as can reasonably be expected and that having to pay membership fees in organizations covering his minor lines would impose an unfair burden. In this region, there are a good many small warehousemen whose major volume is done in transfer and storage but who also do some trucking, handle coal, gasoline, lumber and other commodities. If they were required to pay administration expenses under each of these codes the expense would be several hundred dollars a year minimum.

Through representatives of the Trade Code Authority, J. F. Rowan, Denver, executive secretary of the Colorado association, brought this problem to the attention of General Johnson during recent hearings in Washington. While Mr. Rowan has not yet received any word from Washington on the request, press dispatches have stated that he is considering ways and means for arriving at a fair arrangement for all allied lines of business.

### **Colorado P.U.C. Backs Code Enforcement**

UNDER authority of an Act passed by the last session of the Colorado State Legislature endorsing the NRA and giving State officials the power to aid in its enforcement, the Colorado Public Utilities Commission has pledged its full

support in enforcing all motor transportation codes.

Cooperation of the Commission is expected to aid greatly in prosecuting violation in intra-state traffic. With this arrangement, violators will have to answer not only to the code enforcement officials but also to the State, the penalty being revocation of permits.

### **Nichols and Shoemaker Enter Statements at Code Authority Confab**

TWO representatives of public warehousing—Charles E. Nichols, a member of the Merchandise Warehousing Trade Code Authority, and J. R. Shoemaker, a member of the code committee of the Association of Refrigerated Warehouses (a division of the American Warehousemen's Association), entered statements at the Conference of Code Authorities and Trade Association Code Committees, at Washington early in March.

Mr. Nichols, who is vice-president of the Merchants Warehouse Company, Boston, appeared at Group Conference No. 5, "Small Enterprises and Minorities", on March 5. He said:

"I have been impressed this evening by those speaking of the small operator in the manufacturing lines and have been contrasting them with a service trade and I should like to comment upon the difference as I see it.

"In a service trade, I have in mind an operator in Boston who, for four months of the last year, paid his weekly employees full time, but during those four months they were actually idle, by definite records, between 60 and 75 per cent of the time. During the other months of the year, they were more productively employed.

"That concern does not feel that it is laboring under any particular hardship in abiding by the code in comparison with the larger organizations, because, in a service trade, there is the opportunity to develop a higher type and higher quality of service for the customers which enables them to charge higher prices—not only to charge it but to get higher prices and maintain a reasonable volume of business in the dull season, even.

"I say that knowing that this operator in Boston, while not paying dividends, has been, for several years, in just as good financial shape as any of the larger companies. I thought that might interest you."

Mr. Shoemaker, who is president of the Hygeia Refrigerating Co., Elmira, N. Y., appeared at Group Conference No. 1, "Employment", on March 6. He said:

"We are vitally interested, in our industry, in two points that are on this afternoon's program.

"One point involves the differentials in labor, as between urban and small town or rural operations. There are many refrigerated warehouses located in producing areas, small towns, country areas. Their labor is directly derived from the same sources as the agricultural labor

of the communities. The peak of that labor oftentimes presents a very serious problem. They cannot compete for labor without robbing the agricultural labor of those districts.

"There should be reasonable and sound differentials established to meet those conditions.

"The second point is the consideration of the character of certain businesses requiring continuous processes or engaged in the handling of highly perishable products, either from a manufacturing or service standpoint, and which require long hours, particularly during the peak periods. That applies to the harvest and handling period of perishable products, and things of that nature. Those differentials, gentlemen, should have thoughtful and careful consideration in the development of codes applying to industries which are affected by continuous processes, or by seasonal peaks whereby spoilage and severe losses would result if differentials in hours and wages were not established to take care of that situation.

"I think the two points at issue are clear and I will not enlarge upon them."

Warehousemen may read with a smile that the official stenographer at the Washington conference transcribed his notes to make it appear that Mr. Nichols is a member of the "Merchant Dyes Warehousing" Code Authority.

### **Southwest's Tariff**

The Texas-Southwest Warehouse and Transfermen's Association has completed a tariff as a guide to the organization's members in preparing their individual tariffs for filing with the Merchandise Warehousing Trade Code Authority.

Comprising 95 mimeographed pages, the document is built on the basis of 50 cents a ton in the storage table; 90 cents a ton in the No. 1 handling table; and \$1.08 a ton in the No. 2 handling table. Included also is a special table covering package handling of pool cars on the basis of 80 cents a ton.

### **Warehousemen on Temporary State Code Authorities of the Motor Truck Industry**

DISTRIBUTION AND WAREHOUSING'S  
Washington Bureau,  
1157 National Press Building.

TEMPORARY Code Authorities for eighteen States have been approved by the National Recovery Administration on recommendation by the temporary national Code Authority for the trucking industry.

The personnels include more than a dozen executives identified with the warehouse business. The appointments had been approved locally by authorized associations in the respective States.

Similar groups for most of the other States have been nominated but have not yet received the indorsement of NRA, although approval is expected shortly.

No official action may be taken by the administrative bodies until by-laws cov-



ering their organizations and function are transmitted to them by the Recovery Administration.

Following is the list of approved appointees:

**Arkansas**

Contract: Robert Black, manager Black Transfer Co., Eldorado.  
Common Carrier: B. C. Rotenberry, Little Rock.  
Cartage: H. A. Tune, Little Rock.  
Not for Hire: Robert L. Sharp, Little Rock.

**California**

Cartage: Joseph F. Vizzard, secretary-manager of the Draymen's Association of San Francisco.  
Certificated: Harold Frasher, Fresno.  
Contract: Benjamin F. Morris, Oakland.  
Dump Truck and Private: Brynn Belyea, Los Angeles.  
Trunk Trucks Hauling and General Contracting: Howard M. Lang, Los Angeles.  
Certificated: C. G. Anthony, Los Angeles.

**Connecticut**

Cartage: Bryant C. Edgerton, president Park City Warehousing Company, Bridgeport.  
Common Carrier: Everett J. Arbour, Hartford.  
Dump Trucks: Sharp Mossop, Bridgeport.  
Not for Hire: Robert A. Waters, Waterbury.

**Georgia**

Cartage: C. R. Pyron, Atlanta.  
Contract Carrier: Jack P. Taylor, Augusta.  
Common Carrier: Harry Spring, Atlanta.  
Not for Hire: H. C. Chandler, Atlanta.

**Idaho**

Contract: Fred Stanton, Fayette.  
Common Carrier: W. D. Miles, Boise.  
Cartage: W. E. Cragg, Lewiston.  
Not for Hire: R. D. Bradshaw, Wendell.

**Indiana**

Common Carrier: E. J. Buhner, Seymour.  
Contract Carrier: George Person, Indianapolis.  
Cartage: Daniel Moran, Indianapolis.  
Not for Hire: B. A. Arnold, Indianapolis.

**Maine**

Common Carrier: L. E. Porter, Portland, and I. K. Bemis, Bangor.  
Contract Carrier: Lincoln Clements, Portland, and A. J. Cole, Bangor.  
Cartage: Guy Danton, Portland.  
Not for Hire: Arthur B. McKowen, Portland.

**Michigan**

Common Carrier and Contract Carrier: John F. Ivory, president John F. Ivory Storage Company, Inc., Detroit.  
Common Carrier: Paul Scholten, Grand Rapids.  
Cartage: Albert Herzog, Detroit.  
Contract: Edward G. Rice, Detroit.  
Cement and Street and Dump Truck: Adolph Bazant, Detroit, president Michigan Motor Transport Association.  
Not for Hire: Hugh E. McGilveron, Lansing.

**Minnesota**

Cartage: A. W. Trenholm, Jr., secretary Northwestern Terminal Company, Minneapolis.  
Common Carrier: Roy E. Steller, Minneapolis; and Earl Swain, Minneapolis.  
Contract: L. W. Schirmer, Minneapolis.  
Not for Hire: G. Norberg, Minneapolis.  
Livestock Hauler: E. H. Sherman, St. Paul.

**North Carolina**

Common Carrier: R. S. Koonce, manager Carolina Storage & Distributing Co., Raleigh.  
Cartage: John L. Wilkinson, president Carolina Transfer & Storage Co., Charlotte, and southern vice-president National Furniture Warehousemen's Association.  
Contract Carrier: R. W. Barnwell, president Barnwell Warehouse & Brokerage Co., Burlington.  
Not for Hire: W. S. Corbitt, Henderson.

**Ohio**

Common Carrier: Glenn R. Ward, Ward Transportation Co., Columbus; H. M. O'Neill, Cleveland; and H. C. Rodgers, Akron.  
Contract: O. L. Prior, Orwell.  
Cartage: David J. McHugh, Cincinnati.  
Not for Hire: A. W. Kenerson, Cleveland.

**Oklahoma**

Cartage, and Intrastate, and Contract:

Doane R. Farr, owner Clinton Transfer & Storage Co., Clinton.  
Common Interstate: Evans A. Nash, Oklahoma City.  
Contract: B. H. Megginson, Tulsa.  
Not for Hire: T. W. Eason.

**Pennsylvania**

Furniture Moving: R. F. Post, household goods warehouseman in Scranton.  
Common Carrier: Harry L. Gormley, secretary Keystone Lawrence Transfer & Storage Co., New Castle.  
Cartage: Harry E. Boysen, Philadelphia.  
Not for Hire: A. D. Aldrich, Philadelphia.  
Not for Hire, Operator for Hire, Road Contractor, and Heavy Hauler: Joseph Garner, Harrisburg.  
Dump Truck: Edward McCrady, Pittsburgh.

**Rhode Island**

Furniture Moving: D. C. McQueeney, president Cady Moving & Storage Co., Providence.  
Cartage: William Harrell, Providence.  
Common Carrier: George Holley, Wakefield.  
Contract: George H. Bennett, Providence.  
Not for Hire: F. C. Sutherland, Providence.  
Dump Truck: C. J. Cawley, East Providence.

**Tennessee**

Cartage: J. E. Dupes, president Rowe Transfer & Storage Co., Knoxville.  
Common Carrier: John McKelvey, Lawrenceburg; and Otis Vincent, Nashville.  
Not for Hire: N. A. Carter, Memphis.

**West Virginia**

Common Carrier: W. B. Crawley, owner W. B. Crawley Transfer, Clarksburg.  
Contract: Harry D. Stuart, president Tryme Transfer & Storage Co., Huntington.  
Cartage: R. L. Fleming, Charleston.  
All Classes: Cal F. Young, Charleston, managing director West Virginia Motor Truck Association.  
Not for Hire: Dr. A. E. Hardy, Charleston.  
Dump Truck: H. R. Abbot, Charleston.

**Wisconsin**

Common Carrier: Henry Schloemer, West Bend.  
Contract: C. J. Williams, Milwaukee.  
Cartage: Harvey J. Todmarsh, Milwaukee.  
Not for Hire: Henry Gloede, Racine.

**Wyoming**

Contract: Worth Garetson, Medicine Bow.  
Common Carrier: William Utzinger, Casper.  
Other Common Carrier: Mrs. V. B. Weaver, Casper.  
Not for Hire: Patrick Hennissey, Casper.

**National Trucking Code to Be Filed Under Ohio Act**

As soon as a State Code Authority under the national trucking pact has been set up in Ohio the Code as approved by NRA will be filed with O. W. L. Coffin, Ohio Recovery Administrator, it was announced at Columbus in March.

The Ohio Recovery Act is modeled almost verbatim after the National Industrial Recovery Act, and the Code to be filed with Administrator Coffin will be the same as the national pact except that "Governor" will be substituted for "President", and "Ohio Recovery Administrator" for "National Recovery Administrator".

**Texas Truckers Given Right to Appeal for an Exemption from Overtime Regulations**

DISTRIBUTION AND WAREHOUSING'S Washington Bureau, 1157 National Press Building.

NATIONAL Recovery Administrator Hugh S. Johnson has issued an order authorizing members of the trucking industry in Texas to petition their State Code Authority and the NRA for

an exception from the overtime provisions of the trucking code.

The order was issued on recommendation of Deputy Administrator E. E. Hughes, who reported that the Texas law placing a limit of 7,000 pounds on the maximum pay load of trucks has tended to create an emergency in certain trucking operations in the State from which relief should be granted, within that section of the industry's code providing leeway in maximum hours for the movement of perishable goods and seasonal crops.

—James J. Butler.

**Parcels Messenger Service May Be Exempted from the Motor Truck Industry Code**

DISTRIBUTION AND WAREHOUSING'S Washington Bureau, 1157 National Press Building.

AN application for exemption of all "hoppers" or messengers from the labor provisions of the trucking code and reclassification of this type of employee under the retail code is expected to result from discussion of a petition for such a change insofar as it affects the Package Delivery Service, Denver. The situation was the subject of public hearing here on March 16.

"Hoppers", the NRA was informed, are used in light package delivery service and are usually boys or young men who carry parcels from the delivery trucks to the consignee. Their work is usually in connection with department store delivery and, as evidence of the fact that they are not of the same type as those who handle heavy trucking and delivery, the applicant cited that classification for liability insurance covering them is only 25 per cent of that fixed for those engaged in heavy work.

Department and other retail stores who deliver their own parcels and operate under the retail code are permitted the more liberal labor regulations and therefore there is no incentive to make use of the industry's facilities, it was pointed out. If the petition is granted a minimum pay of \$14 for a 48-hour week was promised, with one and one-third pay for overtime.

The Denver concern has contracts with 66 retail stores which were made before the trucking code became operative; but, as they are terminable on 60 days' notice, the company fears it will be driven out of business while the stores inaugurate their own delivery systems.

Bertram S. Meyer of the United Parcels Service of New York, operating in thirteen cities, although not directly interested in the petition of the Denver firm, expressed opinion that the problem of the Colorado concern would, in the end, become the problem of all firms engaged in delivery service. It is possible, he said, that the industry will not be able to absorb the additional costs entailed by the recovery program.

Opposition to exemption was expressed by the Delivery Drivers and Helpers Union of Denver. The Union advanced the argument that delivery companies

compete with the trucking business; and that while they make their main business that of parcel carriage, they haul also furniture, refrigerators, drums of oil, etc. The advent of this industry, it was claimed, forced many department store drivers to accept employment at a much reduced wage.

—James J. Butler.

### Capacity Control Provision Argued at Public Hearing on Cold Storage Industry Code

(Continued from page 10)

space increased from 2,903,330 cubic feet in 1922 to 9,709,956 cubic feet in 1931, and every one of the warehouses built in this period and included in this increase has failed. And even two of the re-organizations have failed a second time.

"And in that is another burden upon our industry, for when a cold storage warehouse fails it is not turned into something else; the original investors are wiped out, or scaled down; a new and lower investment basis is set; a new manager is hired; and the price-cutting goes merrily on to the ultimate destruction of all capital invested in this industry unless new construction is made to produce a reasonable showing of public necessity and convenience."

To instance the economic effect of this condition Mr. Erickson said his own company, which is capitalized at \$2,000,000, paid dividends for seventeen years, up to 1932, but since that time has paid none, lost \$90,000 in one year and made \$18,000 in the other.

In Chicago, with investments running to many millions, the 1932 net income did not exceed \$50,000 due in a large measure to the fact that there is too much refrigerated space to permit all the existing companies to operate and make a profit.

Mr. Bradshaw, asking that the restriction be removed, declared the actual and apparently intended result would be to keep out of operation all presently inactive capacity and practically all future capacity, because no new space could be added without consent of the code authority.

"Code provisions which prevent or tend to prevent the installation of new and improved machinery create, in effect, monopoly for the benefit of those who at present happen to own and operate existing plant facilities," he argued.

"We submit that such a restrictive clause as here proposed should not be incorporated in any code. It is a fundamental question of public policy, with influence on prices, protection of vested interests of inefficient establishments against the competition of new and superior facilities, an intricate problem of administrative procedure yet to be developed."

Mr. Bradshaw discussed at considerable length the depressing effect such a provision would have on the construction of new machinery with its resulting effect on the labor employed in such construction.

In a formal opening statement, Frank A. Horne, president of the Merchants Refrigerating Company, New York City, and chairman of the code committee, likened the industry to the household refrigerator.

"Not only does cold storage preserve the food supply of the nation and prevent deterioration and waste of perishable commodities, but it makes possible a year-around supply of these necessities of life and, in addition, serves as a stabilizer of prices to the producer and to the consumer," he commented.

The country's 540 public cold storage plants are distributed throughout the nation and are operated in almost every instance on private capital locally subscribed. The investment he estimated at \$250,000,000.

William J. Rushton, president of the Association of Refrigerated Warehouses and president of the Birmingham Ice & Cold Storage Co., explained the industry's desire to have its code supplement the ice code, with changes in language and in effect where the differences in the two dictate the necessity for such alterations.

"The same compressors, condensers and other machinery used in producing refrigeration for an ice plant are in addition thereto used to produce refrigeration for a cold storage warehouse," he explained. "And thus, in the course of events, it quite naturally follows that ever so many ice manufacturers came to erect refrigerated warehouses on their premises to be operated in connection with their ice plants; or, vice versa, the refrigerated warehouse owners built ice plants in conjunction with their warehouses."

Mr. Rushton estimated that 75 per cent of the cold storage plant operators also have ice plants, and most of them are using the ice code in the dual operations, as it is almost impossible to allocate the time and services of the same set of employees to the two operations.

"Furthermore," he pointed out, "if such procedure is not followed, we submit that innumerable opportunities to play 'Dr. Jekyll and Mr. Hyde,' innumerable opportunities for subterfuge and evasion, will present themselves to chiselers within both industries, and in all probability will render ineffective to a marked degree the purposes and provisions of each code."

In the presentation and discussion of the proposed amendments to the ice code to make it applicable to cold storage operation, Vallee O. Appel, president of the Fulton Market Cold Storage Company, Chicago, and a member of the code committee, devoted some time to a clause which would limit to 70 per cent, of value of goods stored, future loans to be made by refrigerated warehouses.

That there is a division of opinion within the trade on the advisability of such a restriction, and also a question as to whether the proposed code provision would be an effective one, became evident.

In urging its adoption, Mr. Appel, who was the 1933 general president of the American Warehousemen's Association,

declared it was the first step looking toward an eventual discontinuance of all such loans, although in its present form it does not change existing practices greatly. Improvident loaning in the past, he said, had been destructive of the industry and had constituted an unfair brand of competition in countless cases. While seeking to wipe out an abuse, the provision would not foreclose the granting of loans but would merely fix what is considered to be a safe limitation.

Opposition to the proposal was voiced by John C. Farber, counsel for the Buffalo Cold Storage Co. He directed attention to the fact that the Federal Trade Commission had, in 1929, inquired into the question of whether a limitation on cold storage loans should be made, following a recommendation for promulgation of a trade practice conference rule, and that the Commission had ruled adversely to the proponents.

A strict limitation would handicap the industry, he predicted; and he reminded that the absence of determined grades for the numerous commodities placed in cold storage would make the 70 per cent limitation unworkable. Mr. Farber instanced a commodity which might be considered, by a warehouseman who desired to subsidize a customer, to be a Grade A product, valued at \$10, thereby permitting a loan of \$7. On another lot of the same goods stored in a competitor's warehouse, the operator might conclude it was of a lower grade, worth \$5, and would limit the loan to \$3.50. This disparity would constitute unfair competition charges, he declared.

Abolition of "seasonal rates" was discussed from both sides, and quantity discounts were likewise before the forum. The industry proposed, by code enactment, to require that all charges for storage be made on a monthly basis. In many warehouses at present it is possible to obtain "seasonal rates" in which the charge on eggs, for instance, would be the same whether they are withdrawn after one month, or remain for the full seven-months season.

There is no logical basis for seasonal rates, Mr. Appel argued, for the reason that they either give unprofitable storing for a commodity, or they impose an undue storage charge—in the case of those articles which remain for only one month—which must be passed on to the consumer.

A lesser charge, per unit, for storing large quantities than is made for smaller quantities cannot be justified for the reason that it costs no more, per unit, to store a few lots than many, Mr. Appel said in support of the recommendation on this point. Furthermore, he pointed out, quantity discounts have the effect of monopolizing business in a few large houses. The rate structure proposed in the code is the same as has been used with railroads for years, Mr. Appel reminded.

Another code provision which was roundly debated is the one which would require that cold storage billing be made on the basis of intervals of not less than one month, irrespective of how small a portion of the last month of the invoice

period the goods were in custody. No objection appeared to requirement that at least one full month's storage be paid in every instance.

Fred H. Clutton, appearing for the Chicago Board of Trade, pointed out that the code, as drawn, would require payment for a second month if the goods remained in custody 32 days; and conceivably, with brisk trading, the same lot of goods would, in the course of one month, pay from 30 to 60 months' storage, each person in whose name the warehouse receipt stood during the period being required to pay a month's storage charge.

The Institute of American Meat Packers proposed an amendment which would make charges, after the first month, payable only for the period of actual storage.

Mr. Rushton of the code committee objected to any exemption or departure from the regulation as proposed.

Fred A. Tobin, representing the International Brotherhood of Teamsters, Chauffeurs and Helpers, vigorously opposed the inclusion of refrigerated warehouse industry workers under the labor provisions of the ice code, which he characterized as one of the worst that had

gone through NRA. He told Deputy Administrator Early Dahlberg his objections were based on the 56-hour week and the low minimum hourly rates of pay in the master code.

"Fifty-six hours a week means a seven-day week of eight hours per day. And to think that after hearing President Roosevelt and General Johnson, this industry would come along and want to have a 56-hour week," he chided.

After a most critical analysis of the submitted code during which he ridiculed its construction constantly and alluded to it at various times as "unintelligible," "ambiguous," and "meaningless," Attorney John C. Farber of Buffalo recommended to the committee that it withdraw the supplement and write a new one.

"Either it was not prepared with due consideration to the basic code or those who drew it have not referred back to the master code. If this code is signed and the authority must interpret it, the code authority must, in effect, make its own code," he criticized.

To illustrate his point he quoted from the supplement to the effect that the code

authority shall be selected "by the refrigerated warehouse industry"; then referred back to the code definition of the industry which reads: "The term Refrigerated Warehouse Industry as used herein means and includes the furnishing for a consideration of services for goods, wares and/or merchandise in any building or structure, etc." Read literally, he submitted, it would call for the appointment of an administrative group by an inanimate service in which, so far as the code definition limits it, there is no human element.

Even if this fact is passed over and a code authority is named by vote of "members" of the industry, they will then be confronted by at least twenty similar ambiguities and as a result must re-frame a code by interpretation, Mr. Farber declared, adding:

"This seems to indicate one of three things—the code was hastily prepared without due regard to the basic code; it was prepared and never checked back with the master code; or it was the intention that it be meaningless to allow the code authority to make its own regulations."

—James J. Butler.

### **Gordon Firm in Omaha Installs Underground Tank to Store Ink for Local Newspaper**

THROUGH installation of a huge underground tank the Gordon Storage Warehouses, Inc., Omaha, has developed a large storage business on printers' ink. The company now handles all the ink for a large newspaper.

The tank is profitable from the standpoint of publishers and so they are willing to pay good rates. Having capacity for a 60-day supply, the tank eliminates any possible danger of supply running short in case of transportation delay. Also it enables the newspaper to save a good deal by purchasing in larger lots, and cuts down the costs on handling.

The tank, located in the basement, has a 12,000-gallon capacity. It is connected by a pipeline to a 600-gallon tank in the basement of the newspaper plant. This tank in turn feeds to the presses. To insure a free flow even in the coldest of weather, the tank is equipped with a series of electric coils.

Inasmuch as bulk printers' ink comes in drums, the warehouse is able to make a good profit in two ways. First, a service charge is made on unloading the drums from the cars at the dock and dumping the contents into the large tank. Second, storage is charged on a flat-rate basis for the tank facilities. However, handling costs the newspaper a lot less than if the drums were taken in small lots to the plant.

"One of the most important things in an installation of this kind is a good set of heating coils," according to Joseph Moron, vice-president of the Gordon company. "Printers' ink at best is a mighty heavy, hard-to-handle material, and when it gets cold it is simply impossible to handle. The coils should be adequate

to do a good deal of melting when necessary."

#### **Sugar Storage**

Another unusual piece of equipment of the Gordon firm is a separate building for sugar storage. Made of sheet metal, the structure did not cost a great deal and enables the firm to store a large amount of sugar at a low cost. Space in the larger warehouse is not taken up by a commodity that does not require expensive protection; yet the sugar is adequately housed.

The special building is 72 feet by 132, and 20 feet high. The sugar is stored in piles 35 sacks high. With an electric piler and a well-organized handling crew the company can store or remove from 5,000 to 6,000 sacks of sugar. The work is handled by eight men. Two pull trucks, two load, one works on the conveyor, and three are kept on top of the piles.

The sugar is stored for about four months and then shipped to Missouri and Mississippi River points. Most of the shipping is done in the spring.

### **Congress Expected to Reimburse Dooley Corporation for Seizure of Liquor**

DISTRIBUTION AND WAREHOUSING'S  
Washington Bureau,  
1157 National Press Building.

A BILL providing for the payment of \$16,650 to the J. M. Dooley Fireproof Warehouse Corp. in reimbursement for liquor seized and destroyed by prohibition agents in a raid on the company's plant at 445 12th Street, Brooklyn, N.Y., prior to the repeal of prohibition, has been favorably reported out of the House Committee on Claims and is now awaiting House action. The measure has already passed the Senate.

This is the first bill of its kind to appear in Congress, but it is expected

that many more of a similar nature will follow due to repeal of prohibition.

The liquor, together with books and records, was taken by the prohibition agents without search warrants, but a Federal judge in Manhattan barred the Government from using the seized records as evidence in any prosecution against the corporation inasmuch as they were seized illegally. He ordered the return of the liquor, but it was subsequently discovered that it had been destroyed.

The bill was introduced in the Senate by Senator Royal S. Copeland, (Dem) of New York, and it was favorably reported out of the Senate Committee on Claims and passed in rapid order. Similar action is expected in the House, as its committee also recommended passage of the measure.

—Michael M. McNamee, Jr.

When you ship goods to a fellow warehouseman, use the Monthly Directory of Warehouses.



# Latest Occupancy Figure Is the Highest in Nearly Three Years

The Up-Swing  
Continues

SIXTY-SEVEN and four-tenths per cent, indicated by the March release of the Bureau of the Census of the Department of Commerce as the average occupancy of merchandise warehouses on

the final business day of 1933, is the highest mark reported in nearly three years.

In February of 1931 the percentage level recorded was 67.9. All subsequent

marks between that one and the provisional 67.4 for this past Dec. 30 were below 67.4.

December's provisional 67.4 represents a gain of 5.7 per cent over the mark registered for the final day of the previous year. Also it indicates an advance of 7.2 from the record low—60.2 per cent at the close of March of 1933.

The up-swing from that record low 60.2 began in April of last year and continued uninterruptedly—a slight gain month by month—through December.

The September, October and November final marks and December's provisional one were all higher than the percentages recorded for the corresponding months of 1932.

December 30th's provisional 67.4 compares with the percentages for the final day of December of preceding years as follows:

1928 1929 1930 1931 1932 1933  
End of December 65.1 75.9 70.4 66.7 61.7 67.4

The tonnage figures in the accompanying November-December table indicate that during December a larger percentage (by 1.5 per cent) of goods arriving at the reporting warehouses entered storage (out of total volume received) than in the earlier month.

In December, 417,807 tons (this figure being provisional) arrived at 1,061 reporting warehouses; of this, 344,291 tons, or 82.4 per cent, entered storage, the balance being delivered on arrival.

In November the total (final) arriving volume at 1,065 reporting warehouses was 502,413 tons, of which 406,703 tons, or 80.9 per cent, entered storage, the balance being delivered on arrival.

The provisional 82.4 per cent for December compares as follows with the December percentages in the five preceding years:

1928 1929 1930 1931 1932 1933  
December ..... 72.1 75.2 83.6 83.7 82.1 82.4

## Occupancy

THE advance of 5.7 in average occupancy, for the entire country, this past Dec. 30, as compared with the mark recorded for the final day of December of 1932, was reflected in Massachusetts, Rhode Island, the New York metropolitan district as a whole, New York State outside the metropolitan district, Pennsylvania, Ohio, Illinois, Michigan, Wisconsin, Minneapolis and St. Paul, Iowa, Missouri, the Dakotas, Nebraska, Kansas, District of Columbia, the Virginias, the Carolinas, Georgia-Florida, Kentucky-Tennessee, Alabama-Mississippi, Arkansas, Oklahoma, Colorado, Oregon,

## PUBLIC MERCHANDISE WAREHOUSING NOVEMBER-DECEMBER

Statistical data on occupancy and tonnage during the months of November and December as reported to the Bureau of the Census

DIVISION AND STATE	TONNAGE									
	Per Cent of Floor Space Occupied		Received During Month		Equivalent No. of Lbs. per Sq. Ft.		Delivered on Arrival		Equivalent No. of Lbs. per Sq. Ft.	
	Nov.	Dec.	Nov.	Dec.	Nov.	Dec.	Nov.	Dec.	Nov.	Dec.
NEW ENGLAND (Total).....	62.3	63.9	14,292	11,508	11.0	9.0	3,905	3,864	3.0	3.0
Vermont, New Hampshire and Connecticut.	61.7	66.4	1,526	1,806	10.2	7.3	505	466	3.4	3.1
Massachusetts.....	58.3	60.2	10,043	7,817	11.0	8.7	790	828	0.9	0.9
Rhode Island.....	80.7	78.7	2,723	2,605	11.9	11.4	2,610	2,570	11.4	11.2
MIDDLE ATLANTIC (Total).....	63.2	67.2	124,746	107,891	15.8	13.8	9,231	7,754	1.2	1.0
New York Metropolitan District.....	63.1	67.9	90,060	81,199	15.0	13.8	3,279	3,052	0.5	0.5
Brooklyn.....	49.3	57.9	36,738	40,792	11.0	12.7	2,828	2,761	0.8	0.9
Manhattan.....	68.7	69.0	17,266	9,907	26.7	15.3	39	103	0.1	0.2
Nearby New Jersey.....	84.9	85.7	35,337	30,173	18.4	15.7	412	188	0.2	0.1
All other.....	39.3	39.3	719	327	6.1	2.8	.....	.....	.....	.....
New York, except Metropolitan District.....	65.3	64.2	20,048	12,024	28.6	16.8	3,801	2,433	5.4	3.4
New Jersey, except Metropolitan District.....	46.3	46.7	983	1,318	9.8	13.1	145	145	1.4	1.4
Pennsylvania.....	64.6	66.8	13,655	13,350	12.8	12.1	2,006	2,124	1.9	1.9
EAST NORTH CENTRAL (Total).....	69.8	70.1	95,596	67,416	26.5	18.6	28,226	10,756	7.8	3.0
Ohio.....	67.9	68.3	17,898	6,499	18.9	6.6	4,024	3,417	4.2	3.6
Indiana.....	60.9	60.6	2,829	2,803	9.1	9.0	1,276	1,110	4.1	3.5
Illinois, except Chicago.....	72.5	73.4	2,511	2,881	12.1	13.9	1,823	1,676	8.8	8.1
Chicago.....	73.4	77.0	15,633	19,083	24.6	29.2	330	410	0.5	0.6
Michigan.....	73.7	71.9	46,908	30,821	44.0	29.0	13,236	2,495	12.4	2.4
Wisconsin.....	64.0	65.2	9,817	5,329	22.3	12.1	7,537	1,648	17.1	3.7
WEST NORTH CENTRAL (Total).....	68.7	71.7	53,219	49,989	28.7	27.0	10,811	10,273	5.8	5.6
Minnesota, except Minneapolis and St. Paul.....	75.0	71.8	2,243	1,213	26.2	14.2	466	440	5.4	5.1
Minneapolis and St. Paul.....	79.2	83.5	9,491	7,336	45.7	35.3	2,380	2,624	11.5	12.6
Iowa.....	67.1	65.9	2,562	4,192	10.2	16.7	889	856	3.5	3.4
Missouri, except St. Louis.....	69.4	72.6	11,084	15,934	29.3	44.1	1,887	1,639	5.0	4.5
St. Louis.....	70.8	70.9	4,056	4,362	11.1	12.0	1,119	1,343	3.1	3.7
North and South Dakota.....	68.2	77.2	8,116	8,638	46.8	46.3	1,077	808	6.2	4.3
Nebraska.....	61.6	68.4	12,634	5,998	48.9	23.2	1,776	1,735	6.9	6.7
Kansas.....	60.7	65.2	3,033	2,296	22.6	17.8	1,217	828	9.1	6.4
SOUTH ATLANTIC (Total).....	61.5	64.3	37,796	37,425	23.5	23.2	7,665	10,525	4.8	6.5
Maryland and Delaware.....	55.8	59.4	24,013	23,671	22.4	22.1	2,078	2,819	1.9	2.6
District of Columbia.....	84.4	83.8	1,854	1,797	23.2	22.4	1,117	1,212	14.0	15.1
Virginia.....	60.7	82.2	2,620	2,857	38.8	42.3	712	850	10.5	12.6
West Virginia.....	82.0	81.0	1,309	1,173	17.5	15.7	454	384	6.1	5.1
North and South Carolina.....	73.4	69.7	2,433	1,718	19.3	13.0	645	457	5.1	3.5
Georgia and Florida.....	65.8	66.0	5,587	6,209	29.7	33.2	2,659	4,803	14.2	25.7
SOUTH CENTRAL (Total).....	68.6	68.3	55,954	49,131	35.1	30.9	25,524	21,333	16.0	13.4
Kentucky and Tennessee.....	92.8	89.1	10,702	4,948	76.5	35.4	2,962	889	21.4	6.4
Alabama and Mississippi.....	66.2	61.2	1,237	1,148	16.0	14.8	817	583	10.5	7.5
Arkansas and Oklahoma.....	70.1	67.5	19,463	31,371	86.4	96.1	17,944	16,758	79.7	75.3
Louisiana.....	65.7	65.8	19,526	16,563	28.6	22.5	926	431	1.3	0.6
Texas.....	67.6	68.1	5,026	5,101	12.1	12.2	2,845	2,672	6.8	6.4
MOUNTAIN AND PACIFIC (Total).....	62.1	61.8	25,100	20,951	17.3	14.5	10,348	9,011	7.2	6.2
Idaho and Wyoming.....	71.0	59.8	432	220	12.3	6.2	348	281	9.9	8.0
Montana.....	71.3	72.2	772	870	17.2	19.2	322	271	7.2	6.0
Arizona and New Mexico.....	62.4	61.6	496	496	5.2	4.7	633	502	6.6	4.7
Utah.....	84.2	83.5	5,083	4,268	63.4	53.3	146	104	1.8	1.3
Colorado.....	62.0	65.3	2,117	1,529	12.3	8.9	1,589	1,390	9.2	8.1
Washington.....	54.6	54.9	2,617	2,058	13.8	10.9	3,343	2,940	17.7	15.5
Oregon.....	55.5	62.1	392	411	7.7	8.1	453	245	8.9	4.8
California.....	61.2	60.1	13,191	11,999	16.9	14.5	3,514	3,278	4.5	4.3
UNITED STATES, TOTAL.....	65.2	67.4	406,703	344,291	21.1	7.9	95,710	73,516	5.0	3.8

The figures for November have been revised; those for December are preliminary.

and California. Elsewhere, recessions were indicated.

The most notable gains reported were 31 per cent in Kentucky-Tennessee, 25.7 per cent in Colorado, and 20.4 per cent in Rhode Island. Advances ranging from 10 to 15 per cent were not infrequent.

The following table compares the Dec. 30 occupancy percentages of 1933 with the final-day-of-December marks of 1932; and with those of 1929, which was the peak year:

	Occupancy End of December		
	1929	1932	1933
Massachusetts-Vermont	50.8	...	...
Vermont-New Hampshire	...	75.2	...
Vermont-N. H.-Connecticut	...	...	66.4
Massachusetts	...	52.9	60.2
Connecticut-Rhode Island	50.9	...	...
Connecticut	...	75.0	...
Rhode Island	...	58.3	78.7
New York Met. District	83.5	58.8	67.9
Brooklyn	86.4	47.0	57.9
Manhattan	78.9	59.8	69.0
Nearby N. J. & other	81.9	...	...
Nearby N. J.	...	75.9	85.7
All other	...	75.2	39.3
New York State	82.2	...	...
N. Y. State except Met. Dist.	...	62.9	64.2
New Jersey State	81.2	...	...
N. J. State except Met. Dist.	...	51.1	46.7
Pennsylvania	71.7	58.0	66.8
Ohio	90.9	64.1	68.3
Indiana	79.4	66.7	60.6
Illinois	82.2	...	...
Illinois except Chicago	...	68.5	73.4
Chicago	84.0	60.9	77.0
Michigan	68.3	63.4	71.9
Wisconsin	86.4	56.3	65.2
Minnesota	85.3	...	...
Minnesota except Mpls. & St. Paul	...	77.1	71.8
Mpls. & St. Paul	85.1	71.9	83.5
Iowa	78.5	49.2	65.9
Missouri	83.5	...	...
Missouri except St. Louis	...	56.3	72.6
St. Louis	78.3	69.0	70.9
North and South Dakota	92.9	...	77.2
North Dakota	...	75.6	...

	Occupancy End of December		
	1929	1932	1933
South Dakota	...	72.1	...
Nebraska	89.2	56.2	68.4
Kansas	87.5	60.0	65.2
Del.-Md.-D.C.	59.7	...	...
Delaware-Maryland	...	65.7	59.4
District of Columbia	...	68.5	83.8
Virginia and West Virginia	70.7	...	...
Virginia	...	72.2	82.2
West Virginia	...	78.7	81.0
No. & So. Carolina	70.1	60.5	69.7
Georgia-Florida	73.0	63.5	66.0
Kentucky-Tennessee	72.1	58.1	89.1
Alabama-Mississippi	67.1	60.2	61.2
Ark.-La.-Okla.	58.3	...	...
Arkansas	...	61.0	...
Louisiana	...	72.3	65.8
Oklahoma	...	58.6	...
Arkansas-Oklahoma	...	...	67.5
Texas	85.1	70.3	68.1
Ida.-Wyo. Mont.	89.8	...	...
Idaho-Wyoming	...	66.5	59.8
Montana	...	88.5	72.2
Ariz.-Utah-Nev.-N.M.	85.4	...	...
Arizona-New Mexico	...	64.2	61.6
Utah	...	94.4	83.5
Colorado	74.4	39.6	65.3
Washington	82.2	62.4	54.9
Oregon	69.2	58.0	62.1
California	73.9	57.6	60.1
Average U. S.	75.9	61.7	67.4
Warehouses reporting	1302	...	1175

Comparing the Dec. 30 occupancy percentages (provisional) with the final ones for Nov. 29 (shown in table on opposite page), it is disclosed that the advance of 2.2 per cent was reflected in Vermont-New Hampshire-Connecticut, Massachusetts, the New York metropolitan district, New Jersey outside the metropolitan district, Pennsylvania, Ohio, Illinois, Wisconsin, Minneapolis and St. Paul, Missouri, the Dakotas, Nebraska, Kansas, District of Columbia, Virginia, Georgia-Florida, Louisiana, Texas, Colo-

rado, Washington, and Oregon. Elsewhere recessions were indicated.

### Tonnage

As already pointed out, the percentage of volume reported as having entered storage this past December, out of total arriving volume, was slightly larger than the percentage recorded for December of 1932.

Across six years the December percentages by divisions are as follows:

	Percentage Entering Storage—December					
	1928	1929	1930	1931	1932	1933
New England	76.7	80.4	74.8	89.4	79.8	74.9
Mid. Atlantic	82.4	92.6	93.0	94.5	93.1	93.3
E. No. Central	77.5	88.7	83.0	82.2	86.3	86.2
W. No. Central	81.8	78.0	82.7	82.5	75.3	82.9
South Atlantic	52.2	39.9	81.7	69.3	79.5	78.1
E. So. Central	70.7	73.8	78.9	64.9	63.0	80.5
W. So. Central	78.0	74.1	89.1	85.3	69.8	72.8
Mountain	62.6	68.8	62.6	66.6	82.7	74.3
Pacific	65.4	61.9	68.1	66.9	67.8	67.7
Entire country	72.1	75.2	83.6	83.7	82.1	82.4
Warehouses reporting	1227	1302	1112	1222	1162	1061

Comparing this past December's provisional percentages with the final ones reported for November, it is seen that the advance of 1.5 per cent was not reflected in five of the nine sections.

By divisions the comparisons follow:

	Percentage Entering Storage		
	Nov.	Dec.	Change
New England	78.5	74.9	-3.6
Middle Atlantic	93.1	93.3	+0.2
East North Central	77.2	86.2	+9.0
West North Central	83.1	82.9	-0.2
South Atlantic	83.1	78.1	-5.0
East South Central	75.8	80.5	+4.7
West South Central	61.4	72.8	+11.4
Mountain	74.6	74.3	-0.3
Pacific	68.9	67.7	-1.2
Entire country	80.9	82.4	+1.5
Warehouses reporting	1065	1061	...

## Next Month: Occupancy and Tonnage Charts

Late in March or early in April the Department of Commerce is issuing revised December figures—tentative ones are to be found on page 16—on public merchandise warehousing occupancy and tonnage.

Thus it will become possible to present graphically, with charts and tables, the peaks and valleys of the complete 1933.

In article illustrated with graphs, to appear in the May *Distribution and Warehousing*, 1933's peaks and valleys will be compared with those of 1932; and with those of 1929, the year in which occupancy reached its highest level as indicated by warehousemen's reports to the Bureau of the Census.

# Why Not Develop Good Profits With a Cleaning Department?

A "Side Line"  
Suggestion

By GEORGE H. EDWARDS

SOME years ago those engaged in the cleaning of carpets and rugs specialized exclusively in this business and did not solicit from their patrons the cleaning of any other household furnishings. The cleaning of household furnishings other than carpets and rugs was left entirely to either the laundries or to the cleaners and dyers. When home owners desired to have their carpets and rugs renovated they called the rug cleaner; if they wanted their lace curtains cleaned they summoned the laundry; and if they wanted to have their draperies, tapestries, silk lamp shade, pillows and other fancy fabrics of house furnishings cleaned, they called in the cleaner and dyer. In fact home-managers were compelled to deal with three separate concerns when they found it necessary to have the furnishings of their homes reconditioned, because none of the firms referred to rendered a complete cleaning service at that time.

In recent years, however, many cleaners and dyers have installed curtain and rug-cleaning departments; laundries, too, have created dry-cleaning and rug-cleaning departments; and both now render a complete cleaning service to the home.

Therefore, rug-cleaners, in order to meet such strong competition, have also extended their service to include the cleaning of all household furnishings and have given publicity to the fact, with the result that they have increased their yearly revenue. In fact many rug-cleaning concerns today have even gone into the selling of floor coverings, carpets, rugs, rug cushions, and linoleum, on a more or less extensive scale, to help them over their dull periods. And are doing very well at it.

IN recent years some far-sighted and progressive storage warehousemen in various parts of the country have ventured into side lines, and one of these side lines has been the creation of a cleaning department through which medium a complete cleaning service is offered to the public.

I have failed to learn of any instance yet where such a department created by a warehouse has proven anything but a great financial success, and it seems quite likely that there will be many more such departments created by these establishments in the near future.

In fact, I predict that many warehouses will not only render a complete cleaning service to their patrons and the public at large, but will sell a general alteration and repairing service covering all household furnishings—upholstery, cabinet work, cleaning and repolishing, refinishing of furniture, and kindred services.

The household goods warehouses have every advantage of developing a business

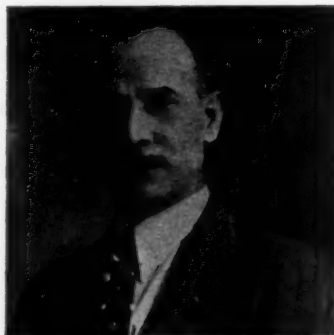
High class department stores which cater to an exclusive discriminating class of patrons, formerly looked down upon the bargain basement. They maintained an attitude that such a department was beneath the dignity of the character of their stores. Today, however, most of the large high class department stores operate large bargain basements—and have found them great assets. It has afforded them the opportunity to cater to three different classes of residents, and this brings great masses of shoppers to their stores.

And consider your drug store; today it hasn't the slightest resemblance of ye olden time drug stores with their artistic jars of colored water in the windows; they have all the ear marks of a restaurant—yes, in many instances, a department store.

And why should not all these firms branch out and expand their business? After all they are in business to make money; and, inasmuch as they have contacts with the public, why should they not make every effort to sell whatever they can in the way of merchandise or a service at the time of contact?

With conditions as they are today, every business establishment must take up some side-line for additional business in order to offset the drop in sales in their regular lines due either to ordinary dull periods which exist in every line or to unusual periods such as we have been passing through.

Therefore—is it not logical for household goods warehouses to do likewise and create something in the way of additional service that will net them an additional revenue?



George H. Edwards

of this particular nature to considerable profitable volume through their contacts with home-owners.

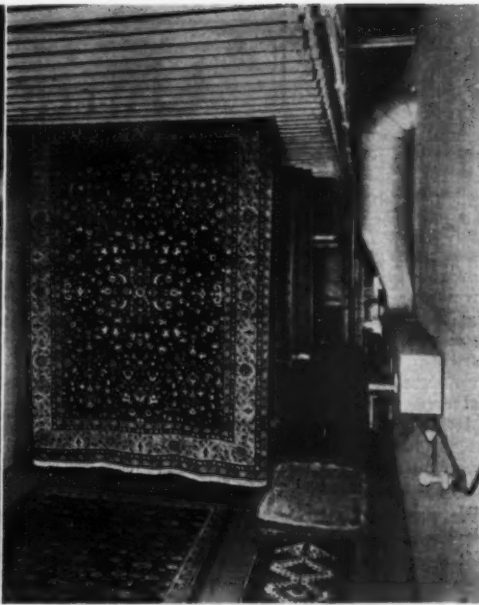
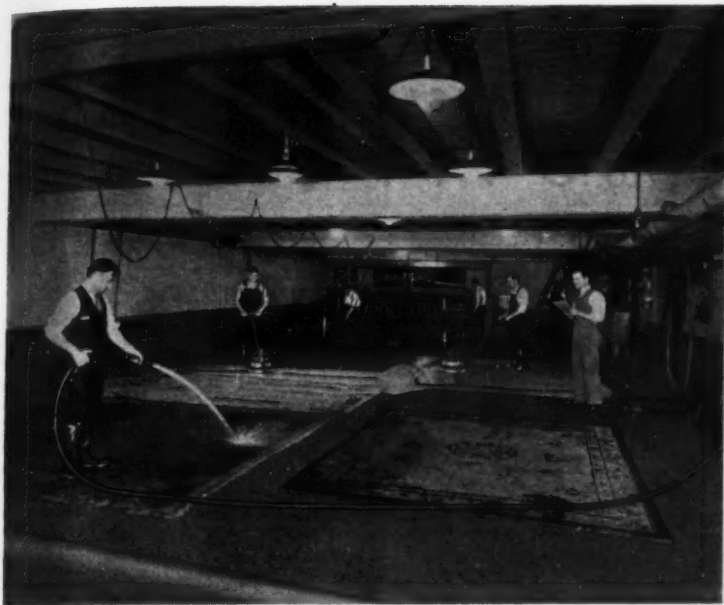
They accept all household furnishings for storage; they crate, pack and ship household goods to all sections of their community or to distant points in the

country; they move entire household goods from one residence to another—and all of these furnishings need either a thorough cleaning, or general repairs, or both. In fact, a wise warehouseman does not accept certain household furnishing for storage unless they are thoroughly cleansed first, because of the possibilities of moth damage.

Therefore why should not these warehouse owners create cleaning departments and go after this profitable business? Why deliberately ignore the wonderful possibilities that is theirs for pocketing the profits that can be derived from cleaning household furnishings, and allow some one else not only to acquire this business, but gain an entrance into homes and perhaps get storage business as well?

The cleaning of carpets, rugs, draperies, tapestries, silk pillows, silk lamp shades, lace curtains, upholstered furniture, and other fabrics of household furnishings, is not simply an extravagant indulgence. It is an absolute neces-





Scenes in a typical cleaning department for the household goods warehouse as visualized by the author of this article.

sity in every household. It is not done alone for the purpose of maintaining the attractiveness of the furnishings and the general atmosphere of the home, but for the protection of health and for the preservation of the fabrics themselves.

The wealthier the home, the greater value of the furnishings and the more particular are the owners regarding their care.

#### "Cleaning Minded" Public

There was a time when home-owners did not have their household furnishings cleaned and reconditioned as often as they do in recent years; that was due to lack of knowledge of the importance of their doing so. But today, as a result of considerable publicity of an educational nature which has been carried on by those engaged in the cleaning business, home-managers are considerably more "cleaning minded", and all particular house-keepers have their furnishings cleaned once a year.

It is quite probable that there are some warehouse operators who have been contemplating branching out into the cleaning business, and certainly there are others whose thoughts will eventually turn in that direction; and to them I wish to say that the carpet and rug-cleaning business, like any other type of business, must be thoroughly understood from all angles, if such a business is to be developed and made a financial success.

It is a business in a class entirely by itself—one that is quite technical if properly practiced. I might add at this time that the business is not always practiced along technical lines, and this accounts for the poor quality of work that is often turned out by some cleaners who lack modern methods and the science of fabric cleaning.

Therefore, in consideration of the fact

**THIS** is the first of a series of Edwards articles which it is hoped will be of value to household goods storage operators.

George Henry Edwards is nationally recognized in the cleaning industry in this country and Canada as an authority in the science of reconditioning carpets, rugs and upholstered furniture, in which business he has had practical experience across a quarter of a century. A student of technical research work, he has been a prolific writer in the business magazines of the cleaning and laundry industry, discussing renovation, plant installation, management, sales promotion and other fundamentals.

The author was one of the organizers of the Rug Cleaners' Institute of America, in which he holds honorary membership as well as in the New York Carpet Cleaners' Association.

that many warehouse owners know nothing about the science of carpet and rug-cleaning or the cleaning of other household fabrics, or the laying out of a cleaning plant, or systemizing the routine of the plant, or in developing the sales, it is advisable, for those who desire to enter this business, to engage first the services of some one who does understand the business in all its details, and to turn the responsibilities of creating and managing the department over to that man.

That would be the certain way to safeguard the money invested and to assure financial success to the department. However, care should be exercised in selecting such a man.

An efficient carpet, rug, and upholstered furniture-cleaning department can be set up in a space of 3,750 square feet; and within such a space a business of from \$35,000 to \$50,000 can be easily handled.

Such a plant can be created for an investment of less than \$5,000, including the initial advertising.

#### Draperies and Fabrics

Equipment need not be installed for handling the cleaning of draperies and other fancy fabrics which require dry cleaning; these can be sent out for service at wholesale prices which would allow a good margin of profit.

As the business developed, the department could be enlarged; and eventually other departments could be added for rendering the other services already mentioned.

It is conceivable that this article will have the tendency to stimulate a greater interest in the possibilities of a cleaning business among warehouse owners. Some might even wish to create such a department during the current year. If so, the most logical time to do so would be right now, in order to have it ready for operation this spring.

Warehousemen naturally will be interested in further detailed particulars, and in subsequent issues of *Distribution and Warehousing* I will be pleased to write further upon the subject. Meanwhile if any warehouse owners desire any immediate information regarding the subject, if they will address their inquiries to me in care of this publication I will be pleased to communicate with them direct.

# Unfinished Business

. . . I to U . . .

By KENT B. STILES

From warehouse executives and national distributors, the latter particularly, I have received a deluge of questions regarding the Merchandise Warehousing Trade's Code of Fair Competition and its scope and functions.

It is part of a business magazine editor's job to answer all such questions; or, if he is not qualified to supply the information out of his whirring head, to turn to authoritative sources for the information.

Not all the queries shot at me can be answered right now either by myself or by members of the Trade's Code Authority. When I make that statement I am alluding to questions the answers to which must for the present take the form of opinion only.

It was clearly brought out at the St. Louis convention of the American Warehousemen's Association that it's one thing to "explain" and quite another to "interpret." "Explanations" are unofficial. "Interpretations" are the officially-issued decrees of the National Recovery Administration. The Code Authority has the power, too, to make "interpretations", but they do not become official—they do not become part of the NRA statute—until and unless approved by the Administration. The Code Authority itself has so emphasized.

Accordingly when I attempt to answer the questions being received I am careful to make it unmistakably evident that I am offering "explanations" only, based on information which has come to me through contact, personally or in correspondence, with the Code Authority or with the Authority's counsel, A. Lane Cricher of Washington.

\* \* \* \* \*

It seems curious that there should be operating in this country today a merchandise warehouse company which is not aware of (1) the Code Authority's personnel; (2) that tariffs will vary and that charges to shippers are not uniform; and (3) what a company must do to abide by the Code. For months the process of broadcasting such information has been going on—first by the merchandise division of American Warehousemen's Association and then by the Trade Code Authority. Not to mention all that has been published in these columns.

Yet from a Florida firm comes a letter which reads in part as follows:

"What changes are we required to put into effect to comply as warehousemen under the Code of Fair Competition? . . . One of the requirements is that all charges be uniform. . . . We understand

that the president of the American Warehousemen's Association is the Code Authority, and that the tariff of charges known to the trade as Illinois No. 10 will be generally accepted as the basis of warehousing charges for the trade generally."

It is apparent that this questioner has never read a copy of the Code. . . . It is not a fact that all charges will be uniform. . . . The Code Authority is not the president of the American Warehousemen's Association; it is a group of fifteen men headed by D. S. Adams, Kansas City, president of the A. W. A. merchandise division, the other fourteen being a vice-president, a treasurer, a secretary; ten elected regional members; and, serving as National Recovery Administration member, Fred E. Clark, professor of marketing at Northwestern University. . . . And Illinois Tariff No. 10 will not be the basis of warehousing charges for the Trade generally.

To set such information down here is like "carrying coal to Newcastle", it would seem. It is difficult to conceive that all warehouse operators are not by now familiar with it. Yet, believe it or not, such a letter of inquiry came—nearly a month after the Code went into effect.

\* \* \* \* \*

A department manager of a company which manufactures chemicals widely distributed in warehousing sends this:

"The writer has very carefully followed the development and acceptance of the merchandise warehousing code as completely covered in your magazine.

"Now that the Code has been officially accepted by the President and the tariff rates for various sections of the country have been filed with the Code Authority, it is our desire to obtain a copy of each of these tariffs, especially in those municipalities where we are now warehousing our products. It is our purpose in writing you to determine whether or not you will have on file in your offices copies of these various tariffs which we might use as a reference source or whether you are in a position to secure copies of these various tariffs for us.

"We would appreciate your advice with reference to our establishing a complete file on the new tariff charges to be assessed by the public warehouses under the NRA code."

The answer to the first question—whether my office will have copies of the tariffs on file for reference—is "No". In explanation:

Wilson V. Little, secretary of the Trade's Code Authority, has on his list

the names of more than 2,300 merchandise warehouse operators. Under the Code these companies, and the others as they are uncovered, will be required to file individual tariffs. Two copies of each tariff will be lodged with the Code Authority. This means that the Authority will have to provide space for a minimum of 4,600 documents in a place where they will be accessible for reference. There just isn't room for all these in the present headquarters offices of the A. W. A. merchandise division in Chicago and the space there will have to be expanded.

Obviously it would not be practicable for my office to attempt to assemble these tariffs from operators all over the land and keep them for reference, much as I would like to do so. Moreover, while the warehousemen are required to file their tariffs with the Code Authority, probably not one operator in ten would send me a copy even on request; such is publishing experience in industries generally.

The second part of the question—whether I am in a position to obtain tariffs for the inquirer—is answered in part in the foregoing paragraph.

There is another point—the expense involved—which must be considered by any manufacturer ambitious to obtain a complete file of warehousemen's tariffs.

These documents cost money to build. I know of one tariff the construction of which has meant the employing of a high-salaried cost accountant experienced in warehouse tariff-making; his salary in recent months alone has run into the thousands. The available treasuries of several local associations have been about depleted by the work of tariff-building.

It is natural that the warehouse groups are not inclined to make gratuitous distribution of the rate booklets. Some of the associations are even charging their own members for copies. Only by selling them can they hope to get back some of the money spent.

To cite two instances, the Kansas City Warehousemen's Association has put a price of \$1.50 apiece on its group tariff sold to its own members and to members of the Midwest Warehouse and Transfermen's Association, but everyone else must pay \$3 a copy; while the Nebraska Warehouse & Transfermen's Association is charging \$1 each for copies.

Undoubtedly this will be the situation all over the country, and obviously a traffic manager is bound to spend a considerable sum of his firm's money if he attempts to complete a file of these docu-

ments. The expense would be almost prohibitive.

The distributor should remember also that tariffs filed are subject to change; and a change means discarding the old tariff and the arbitrary filing of a new. Under Article IX of the Code a warehouseman is privileged to change his rates, charges, terms and conditions by "publication, posting and filing of a new or supplemental tariff, to become effective ten (10) days thereafter." Also the Code Authority may compel an operator to alter his filed tariff if investigation and hearing shall determine that his rates are not based on reasonable cost, etc. Accordingly it is conceivable that any so-called complete tariff file compiled by a traffic manager must in time come to possess no more value than a 1924 Warehouse Directory in 1934.

My present inquirer should not, however, experience great difficulty in obtaining enough of the tariffs to cover his distributing requirements. It is logical to believe the warehouse companies who are now handling his chemicals will send him their tariffs upon request. Undoubtedly many of the warehouse operators will keep stocks of the documents on hand to meet just such requests, both from customers and prospective customers.

\* \* \* \* \*

Another distributor telephoned me that the warehouse company handling his goods in a certain mid-western city had raised storage and handling rates, with the explanation that Code requirements had made the advances necessary.

This inquirer propounded two questions which he considered pertinent and timely, and he wanted me to answer them.

The first one is: "Will warehouse rates be raised generally throughout the country?"

May I be pardoned if my immediate temptation was to counter with the familiar "You're asking me?"

Who can foretell? My guess is that rates and charges will generally go up. That they will, seems almost obvious. One of the purposes of the Recovery Act, under which the Trade's Code has become law, is to stimulate reemployment and to raise wages. Meeting such expanded payrolls will demand increases—and they will be justifiable ones.

Another of President Roosevelt's objectives is the driving of the rate-cutters from the Temples of Business. No industry more than warehousing has been beset by less-than-cost operators. Under the Code, these individuals will have to reform or feel the teeth of Government-backed enforcement machinery. It follows that those of the traffic managers who have been consistent and persistent and insistent rate-shoppers are not going to be able to break down tariff structures as they have succeeded in doing in the past. Tariffs filed are to be ones which their makers must justify with black-on-white numerals if called on by the Code Authority to do so or else be compelled to build higher ones; and, once filed, they may not be deviated from until again officially changed.

This will give the traffic manager a square deal at the same time. He will know that his competitor in the same line and storing goods in the same warehouse is being quoted the same rates, without any secret favoritism by the warehouseman.

The telephone-inquirer's second question is:

"The warehouse we are with having raised our rates, will we be able to get lower rates from any other warehouse in the same city or will all the operators in that city have to charge the same rates under the Code?"

This question probably is in the mind of every traffic manager who routes his goods through public warehouses.

In attempting to reply to the query, with the answer based largely on information of semi-official character picked up at the St. Louis convention, I may be writing contrary to popular belief within warehousing, but here is the correct answer as I see it:

The Recovery Administration will not condone collusion in this tariff situation. It is one thing for a group to get together, determine what reasonable costs are in their locality, and prepare a guide designed to enable a member of that group to prepare, for filing with the Code Authority, a tariff which he knows is equitable to customers and which he knows he can justify if called on by the Authority or NRA to do so. It is "something else again," as Mawruss Perlmutter would say, for a group to fix specific rates to be quoted, arbitrarily, by all its members on specific commodities. There are some warehousing rate-structure documents which are called "tariffs" but which are not really that at all; they are guides, and solely that, to enable the warehousemen to build tariffs intelligently. The A. W. A. Encyclopedia contains such a guide, and there are numerous other examples.

If all the warehousemen in one city agree on one tariff, or an association's members all agree on one tariff, which contains rates and charges which are identical, even though they may file their documents individually, the warehousemen in that city or in that association will be, in my opinion, in for a bad time with the Recovery Administration, even if the group can prove that the rates and charges are in line with reasonable costs. In the few States where such practice is permitted by law, Federal rule probably would take precedence over State law if Administrator Johnson elected to enforce NRA policy.

Getting back to the inquirer's second quoted question, it is conceivable that he will be able to get lower rates from other warehouses in the same city, for the reason that all the operators will not be compelled to file the same tariff. Also it is true that his rate-shopping may disclose that the other warehouses in the same city are charging higher, rather than lower, rates.

What else is there to tell him in answering his question?

\* \* \* \* \*

A. E. Brooks, executive manager of the Midwest Warehouse and Transfermen's

Association, has bulletined his members some information which is vitally important to the Merchandise Warehousing Trade.

In substance it is that brokers storing goods for their customers are, in the opinion of counsel for the National Food Brokers Association, subject to certain provisions of the Merchandise Warehousing Trade's Code. The attorney has advised the brokers' association members as follows:

"Reference is made to your request for our opinion as to whether food brokers who own a warehouse and carry therein consigned merchandise for the account of their shippers, or merchandise which they have bought for sale, come within the provisions of the Code of Fair Competition for the Merchandise Warehousing Trade.

"You also inquire as to whether brokers are permitted to carry the shipper's consigned merchandise without charge to the shippers.

"The above-mentioned Code in Article II defines the term 'Merchandise Warehousing Trade' or 'Trade', as used therein, to include furnishing for a consideration of warehousing services for goods, wares, and/or merchandise, with certain exceptions which do not appear to be material here.

"It is our opinion that brokers who own a warehouse and carry therein consigned merchandise for the account of their shippers, for a consideration, are included in the Merchandise Warehousing Trade as above defined.

"We believe that there is a consideration for the furnishing of the warehouse services, even though no specific charge is mentioned for this service, for such service would be an incident to the brokerage and the cost of such service to the broker would, in effect, reduce his brokerage commission by that amount.

"We feel that to permit a broker to carry a shipper's consigned stock of merchandise without charge to the shipper would be contrary to the spirit of Section 2 of Article VII of the proposed Code for the Food Brokers Industry which prohibits any member of the industry from allowing any part of his brokerage or other compensation to the buyer or seller. If a brokerage commission is reduced by the cost of storage, this, in effect, is the allowance of part of the brokerage to the seller.

"Section 3 of Article VI of the Code for the Merchandise Warehousing Trade provides for certain fees from members of the Trade if they wish to subscribe to the Code and wish to participate in the activities of the Code Authority. You will note that this fee does not appear to be mandatory on the part of the members of the Trade, but is only a prerequisite of participation in the selection of members of the Code Authority and the activities thereof. However, 'a member of the Trade' may be subject to the Code even though he does not participate in the activities and benefits aforesaid."

In other words the attorney tells the brokers that they should charge shippers for storage of consigned stocks, which is something that warehousing has con-



tended all along; but also he advises them that they are not obliged to subscribe to warehousing's Code and pay fees, whereas this is something which will be subjected to "interpretation" by the Recovery Administration in due time.

The "Merchandise Warehousing Trade"—so says Article II of our Code—"includes the furnishing, for a consideration, of warehousing services for goods", etc. Admittedly, some brokers are doing that very thing—for a consideration. Automatically that puts them in the public warehousing business; and, being engaged in public warehousing, they are subject to merchandise warehousing's Code—not part of the Code but all of the Code.

Merchandise warehousing's Code Authority considers that all warehousemen—brokers or others—are subject to assessment and must obtain certificates of participation by subscribing to the Code. If the Administration sustains the Authority on this point, the food brokers' association counsel will have to advise his members anew.

\* \* \* \* \*

Another type of warehouse operator which the Code Authority hopes to control, in the attempt to weed out unremunerative rate competition, is the pier owner who, after stipulated free time for unloading has elapsed, charges only nominal fees for goods remaining undue lengths of time on the piers before being called for by the consignees. But for that practice, a lot more of imported and coastwise-shipped goods would be entering public warehouses.

So it is interesting to note that when O. C. Taylor, Seattle, the Region No. 9 member of the Merchandise Warehousing Trade Code Authority, returned home from St. Louis, he left the pier operators at Pacific Northwest ports know that they were expected to prepare tariffs based on reasonable costs and apply those tariffs on goods kept in storage at the end of stipulated free time.

The Portland (Ore.) Pier Owners' Association has kicked over the traces. It has filed a protesting petition with the Recovery Administration. In other words, the Portland pier operators contend they are not subject to our industry's Code.

Yet those operators furnish warehouse services "for a consideration"—and at low fees in competition with warehouse firms which under our Code must file and adhere to tariffs founded on reasonable costs.

Pacific Northwest warehousing's demand to the pier operators was not that they discontinue their storage, but that they assess charges based on costs.

It is just such less-than-cost business practices that President Roosevelt is attempting to eliminate in industry so as to expedite national recovery, and it is not easy to believe that Administrator Johnson will do otherwise than tell the Portland pier operators to do what Mr. Taylor interprets our Code to mean they are bound to do.

Let no one, warehouseman or shipper, imagine that the members of merchandise warehousing's Code Authority are not taking their job seriously—and devoting to it much time that belongs to their own firms' business operations. Gus K. Weatherred, Region No. 7's member, has taken a year's leave of absence from his company in Dallas, and the others might just as well do the same.

It is interesting to watch this new machinery in operation; and I am going to cite two instances here because I believe our industry should know the importance which the Code Authority members are attaching to the problems arising.

In New York port some of the waterfront warehouses with piers make a "transfer charge" on freight from pier to storage. This charge approximates 3 cents a hundred in most instances, with 2 cents the rate for another warehouse; this is believed to cover the cost of such transfer.

To the Code Authority some of the other New York warehouses propounded the following problem:

It has been contended that no other warehouse, other than one adjacent to pier, can, under the Code, make the transfer at less than cost, approximating 5 cents a hundred for such other warehouse. Thus the waterfront warehouse with adjacent pier would have a differential in their favor representing the difference between the two costs.

The inland warehouses, rather than run the risk of being cited for a Code violation, asked for a public hearing.

While this is primarily a New York situation, any ruling made by the Trade's Code Authority will have its effect on operations in ports elsewhere and is therefore important to warehouses outside the metropolis.

Notice of a public hearing to be held on March 19 was sent out by the Code Authority's secretary, Wilson V. Little, to operators in the port area.

The hearing, held in New York, was conducted by Warren T. Justice, Philadelphia, who is the Code Authority member of No. 2 region, which includes New York.

In view of the broad effect which the Authority's ruling will have, Mr. Justice called in other Authority members. Charles E. Nichols, Region No. 1's member, left his business in Boston to be present; and Clem D. Johnston, Region No. 3's member, did likewise, coming up from Roanoke, Va. Fred E. Clark, the Authority's Administration member, came east from Chicago; and A. Lane Cricher, the Authority's counsel, took a train from Washington. These five heard the testimony offered.

Here were five Authority representatives hurrying to New York from five other cities to listen to a request submitted by a group of New York warehousemen. When one understands that this sacrifice of time is being made, without remuneration, by Authority members in all parts of the country, one appreciates the intense loyalty which the Code "governors" are giving their chosen industry and its problems.

Specifically the New York inland warehousemen had asked the Authority:

"We urge that a ruling or interpretation of the Code be promptly promulgated to the effect that these so-called transfer charges may be met by other waterfront or inland stores without violation of the Code, and that you further recommend that the so-called transfer charges or rates be published with their tariffs in order to prevent any undue cutting of the transfer charge."

Further to indicate how this Code machinery is functioning, it was clearly brought out at the hearing that the decision on the inland warehousemen's request will not be given by Mr. Justice by reason of his having presided. It will not be given by the Code Authority group present—Messrs. Justice, Nichols, Johnston, Clark and Cricher—by reason of their having heard the testimony. The ruling will come from the Code Authority as a whole!

A stenographic record of the hearing was kept, and briefs were filed by both parties to the controversy. This means further expenditure of time by the five Authority representatives; they will study all these thousands of words of oral and printed testimony. The five will then submit a recommendation to the Code Authority as a whole; and the Code Authority as a whole must study all this testimony as a preliminary to arriving at a decision.

And then, if the decision is a negative one from viewpoint of the inland warehouses, they have the right to appeal to the National Recovery Administration, which in turn must study all the testimony if such an appeal should be entered.

It was not just a 24-hour trip which the Authority representatives made to New York. On March 20 Mr. Justice presided at a second hearing, and again reams of testimony became record. This time the port's coffee interests protested against increased labor and storage charges which warehousemen have put into effect since adoption of the Code. It was not possible for me to attend this hearing, so I will quote the following, which certainly is of national interest to the Trade, from the following day's *Journal of Commerce*:

"It was pointed out that under the old rates, storage, labor and transfer at the warehouses amounted to \$75 on a typical importation of 500 bags of mild coffee arriving at an outside pier. Under the new rate the same charges amount to \$118.75, or an increase of approximately 58 per cent. For less than carload lots [a witness said] the increase would total over 100 per cent.

"The new rates [witness said] will adversely affect shipments to New York if permitted to continue, in view of the cheaper costs at competing ports, principally New Orleans and San Francisco. The rate at the former for storage, handling and drayage currently amounts only to \$60, against the \$118.75 for handling 500 bags at New York, while at San Francisco the charges are only \$37. He [witness] warned that business would be deflected from New York

unless an equitable adjustment is made in these charges.

"A plea for restoration of the half-monthly billing system and elimination of the provision requiring a watchman to accompany samplers or weighers at the warehouse, at the expense of the coffee men, was made also."

Such are among the problems which Code Authority members in only one section of the country are called upon to tackle. Multiply this by what is going on in the other regions and you have some conception of the tremendous load which the Authority's members have taken on their shoulders at a time when, common sense dictates, they should be devoting their energies to earning dividends for their own companies' stockholders.

I think warehousing generally should know this and that every group should, through its trade association, make every effort to settle controversies amicably at home without compelling the holding of hearings requiring attendance by Authority members. By this I do not mean to infer that the New York "transfer" situation is unimportant, or that the New York warehousemen should reduce their coffee rates merely because coffee interests kicked up a fuss. What I mean is that all disputes which can be settled

locally should be. The Authority members are serving their industry without pay, as a voluntary contribution to the job of raising the industry's standards and increasing the industry's profits, and relatively picayune problems should be solved by the warehousemen concerned so that the Code Authority can be free to struggle with the paramount ones. That seems fair enough.

Commercial storage companies which have obtained their certificates of participation as required under the Code will be interested in knowing that the Trade Authority is exerting persuasion first, before more drastic action is taken, to induce "reluctants" to do their lawful part by subscribing. A "reluctant" which pays no attention to repeated letters from the Trade Authority is made the recipient of the following remindful communication:

"Possibly through error, oversight, or misunderstanding, it appears from our records that in the conduct of your merchandise warehousing operation you are not complying with the requirements of the Code of Fair Competition for the Merchandise Warehousing Trade, and are, therefore, violating the law as set forth in the National Industrial Recovery Act.

"We would like to be informed as to this.

"In the event of our failure to hear from you in response to this note we must necessarily be guided accordingly."

Mild but hintful. Probably subsequent letters, when such are necessary, will suggest the Code's teeth.

To our merchandise warehouse advertisers it is suggested that each include his Code certificate of participation number in the text of his "ad."

The Lehigh Harlem River Terminal Warehouse, Inc., New York City, has the honor of being the first to adopt this idea—in its advertisement on page 91 of the March *Distribution and Warehousing*.

It seems a fair guess that the shippers who consult the advertising are going to look for these numbers.

"This country would be a better U. S. A," said I to my wife the other day, "if everybody followed the Golden Rule."

"Yes," chirped she, "but how is everybody going to follow the Golden Rule when the country is off the Gold Standard?"

And that looks like something for Mr. Roosevelt to ponder.

## New York Lighterage Case Expected to Be Decided by the I. C. C. This Spring

DISTRIBUTION AND WAREHOUSING'S  
Washington Bureau,  
1157 National Press Building.

THE lawfulness of the railroads' present practice of making no additional charge for lighterage, car floatage, or trucking of freight to and from points on the New Jersey side of New York Harbor and piers in Manhattan, will be decided by the Interstate Commerce Commission this spring.

This information from sources high in the Commission brings the first light on the New Jersey lighterage case since it was submitted to the Commission for decision in May, 1933, following the conclusion of oral arguments in the proceedings.

The case has been before the Commission since October, 1929, when the State of New Jersey roused the harbor interests of New York City by making formal charges to the Commission that the practice of the major trunk lines in according free lighterage, car floatage and trucking on through traffic from and to New York harbor piers via Jersey rail heads was in direct violation of the Interstate Commerce Act. It was held that such practices resulted in preference of New York and its shippers and prejudice to New Jersey and its shipping interests.

It has now been determined that, far from sleeping on a problem of this importance, the controversy has been taken from the public hearing rooms into the private conference sanctum of the Commission itself.

Commissioner Frank McManamy, supported by several other members of the Commission, has held out firmly for the proposed report rendered by Examiner Earl M. Steer, of his office, published a year ago in support of the Jersey complaint. Other members of the Commission have as staunchly sided with New York and the industries supporting the city's opposition to the Jersey complaint.

Despite the difficulties the matter would long since have been decided had it not been that at all conferences there have been one or more absentees, making it impossible to have a full vote.

Commissioner McManamy, who has handled the case since its inception, has not felt justified in pushing a vote without full membership of the Commission, due to the vital issues involved. He pointed out that Commissioner Joseph B. Eastman is now largely engaged in his duties as Railroad Coordinator, and is not called in to vote unless his vote is needed in a major case. Both Commissioners Hugh Tate and W. W. M. Splawn have been ill, and Commissioner Tate is now in Florida recovering from an attack of arthritis. With the return of Commissioner Tate this spring, however, Commissioner McManamy purposes to make a determined effort to secure a full membership.

The decision in the opinion of interested parties on both sides of the controversy, would go far toward dispelling doubts and thereby release considerable capital for use on port facilities.

New Jersey is seeking the establishment of lower rates for the "lesser service" to and from New Jersey points than for the "greater service" to and from New York and points within the lighterage limits, where the rates are now the same from and to points west of the Hudson River.

It also assails the performance of lighterage and other accessorial services free or without additional charge as unlawful, but it takes the position that if this practice can be justified it must be extended to other points in New Jersey.

The New Jersey Traffic Advisory Committee vigorously supports the position taken by the State insofar as the State's contention for rates which recognize the difference in the services. The State emphasizes the alleged effect of the rate adjustment in retarding the development of modern facilities for direct transfer of freight between cars and ships on the New Jersey shore, while the Advisory Committee appears to be more interested in the effect of the rate adjustment on the industries of New Jersey.

New York shipping interests contend that approval of the New Jersey complaint and the exaction of an additional charge for car floatage to and from the contract terminals in New Jersey would result in a diversion of traffic to the trucks and to other ports. New Jersey takes the opposite view of the case, holding that the supremacy of New York, as a port, would not be endangered.

—Michael M. McNames, Jr.

H. A. HARING'S

# Developing New Business for Warehouses

## No. 99 Oriental Rugs

**O**NE month ago, as a possible source of "New Business," we gave thought to "merchandise stored for the rise in price."

Among the commodities then mentioned was Oriental rugs, accumulated during the past five years while foreign rug buyers (who are the jobbers for this trade) have been dumping on our shores the output of Asia and Eastern Europe. Since the article for our March issue was prepared, further developments have occurred in Oriental rugs of such a nature as to give this commodity a new possibility to warehousemen.

Quantities entering through our port cities have continued to grow.

At least two domestic factories which turn out the so-called "American-made Oriental rug" have begun manufacturing stock for a market eight or nine months in the future.

One important "interest" in this trade is now organizing a cooperative movement among importers, dealers and domestic makers for a slyly schemed advertising campaign for the late months of 1934.

Importations continue to run high. The real reason seems to be that the genuinely-made Oriental is a hand-made product, originating principally in those backward countries of the East where time hardly counts. A worker, or a family, will put in years of time on a single rug, because that is the only occupation known to them whereby their time can be converted into money.

Rug buyers had committed themselves—two years ago and even three—to "take" these rugs when completed. At

the time the agreement was made our country was on the gold standard and the rest of the world not, so that the buyer had an immediate profit in the rug due to the rate of exchange.

Conditions, now, have altered. Nevertheless many of these buyers have chosen to "take" the rugs just the same.

"That's not because they're an honorable lot," chuckled one of our best known importers, as he talked with me. "Not those burglars! They are probably the most shifty and unscrupulous merchants in the whole world. But the rug-makers know nothing about international finance. All they know is that they work on a rug and finally get money for it. These buyers will brow-beat down the price but they figure it's better to take them, even in times like these, in order to get the next rug, a year or two from now."

If the widely-scattered rug-makers were to be discouraged now they would quit working. Then the flow of new rugs would cease. There would be no merchandise for the market, when America again begins to buy, nor much supply for several years to follow. It is just possible, too, that rug-making might die out as an art, much as native pottery-making has disappeared from one nation after another.

For these reasons, and possibly for others, the Oriental rug marts are being kept clean of accumulations.

A large share of the output comes to America, for the reason that for fifty years our people have constituted the world's best market.

**N**O one, in his right senses, would speculate in Oriental rugs who is not versed in the intricacies of that commodity. Rugs are much like art goods or fine porcelainware: a matter for experts. The novice is rather certain to singe himself by staking money on some worthless imitation.

The speculative pools are, accordingly, composed of "insiders" who (1) know the goods; (2) know the market; and—most important of all—(3) know where it will be possible to unload at the right time.

The "insider" is apt to be in some manner connected with a domestic jobbing house or retailing outlet through which he feels he controls an avenue to the market. He is thus closely in touch with selling conditions.

These "insiders" are today being brought together into a loose sort of cooperation by one leading "interest." The purpose is to make the American home "Oriental conscious"—in other words, to advertise rugs so that the woman will crave one for her home.

They have in mind to do what Steinway pianos have done, or Sterling silver.

Steinway has been making fine pianos

for about eighty years. They called their piano the "Instrument of the Immortals" but their sales were limited chiefly to musicians and homes of great wealth. The properous middle-class home was hardly touched.

Then came the let-down after the World War. Automobiles and radio began to battle for the family's dollars. The piano and the phonograph lost in sales beyond anything they had ever dreamed could happen. But in the ten years, ending with 1929, during which total piano sales were worse and worse, the house of Steinway doubled its sales.

That year of 1929 threatened further troubles. To sell a luxury product, at the highest price in its class, during a depression looked like a hopeless task. But, each year this grand old product has forged ahead, and in 1933 sold 57 per cent more pianos than in 1932. This is a real achievement, but it wonderfully illustrates that a product can be sold at a high price by adoption of the right tactics. With Steinway, selling was particularly good at Christmas time, with advertisements and sales effort on such themes as:

"The gift of 50 Christmases"—urging that a Steinway would be passed on by "your children, and their children" as the finest possession of the family.

Or, consider Sterling silver.

Possibly I can do no better than quote an actual case of a local jeweler who ran a series of conversational advertisements, of which the first one ran something like this:

"The next best thing to having ancestors and ancestral silver is to BE an ancestor and to acquire silver for the future generations of your family. Of course, nothing but Sterling Silver is worthy of so splendid a term as 'ancestral.' Consequently, those people who believe that good blood and good possessions deserve to be handed on to their children will begin to own or will add to their collection of fine Sterling Silver."

A day or two after this advertisement appeared I walked into that jeweler's store and found both the clerk and the proprietor staring wide-eyed at the door, through which as I entered had gone out two colored women.

"What's the matter?" I asked curiously.



The jeweler gulped and finally got out some half-choked words.

"Those two colored girls just bought some silver . . . sterling . . . \$185 and \$225 worth! Paid cash, too. Said something about ancestors but I think they're crazy as loons."

To do something of the same sort seems to lie in the brain of a group of dealers in Oriental rugs.

Nor is there anything improbable or impossible about it. In fact, it looks so alluring that one is tempted to take a fier in rugs himself.

#### Slow Turnover but Big Mark-up

A DEALER in Orientals does not expect ten or twelve stockturns a year, as he would with canned goods in a grocery. One turnover in two years is a good ratio.

See for yourself. There is about the rug salesman none of the grocery clerk's nervous drumming of a pencil. He is dressed as a gentleman of leisure; his manners are soft and his words carefully chosen. He exhibits a rug, and tenderly pats a fine one with his hand, as though it were his dearest possession. He expects the woman to go out without ordering—and to come next afternoon with her "best friend"—and in about a week with Friend Hubby. Each time the salesman shows off the entire line, without a tinge of impatience. But he is, all the time, doing that cleverest thing in salesmanship: he is "selling up" in the price. Cleverly, through all his patter about Oriental rug makers' backward methods and about lovely color effects, he is whetting the customer's appetite for more costly rugs.

Single rugs sell for fortunes. Ten thousand dollars, and four times that sum, are every month occurrences with the city stores.

Even with more ordinary grades, the sales price has little relation to cost values. The best known department store in this country once had a stock of Orientals which, at 100 per cent mark-up, could be sold for \$80 each. They were put on the floor, tagged \$79.84. In a week only four had been sold. But, the following Sunday, in the papers a display advertisement announced "124 choice Oriental rugs for \$139.50 and no more at this price." Monday night saw every rug gone.

"The first price was a mistake," declared the department manager. "At less than one hundred dollars, an Oriental is questioned. They fear it is of domestic manufacture. But at \$139.50, we had hit just the right price for the ordinary home to buy a rug."

Few customers, in brief, can judge the real worth of one of these rugs. Buying an Oriental is much like buying an antique. It is not so much a question of intrinsic value as a matter of how badly the customer wants the article. Fifty dollars up or down makes little difference with making the sale. The buyer buys for satisfaction, for the long years to come; and, therefore, seeks quality and those peculiar elements that make for "satisfaction."

#### Warehoused for the Rise

FOR reasons somewhat of this sort, Oriental rugs are accumulating in this country. They will continue to pile up for some months, with deep laid plans to create toward the end of 1934 a more lively demand than we have ever known. Christmas will be the culmination of the first effort to move them into the homes of America.

Not all warehouses can handle this commodity.

The strictly merchandise house hardly finds itself fitted for rugs. The household goods house is better equipped. But, most ideal of all, is the combination of household goods and merchandise under one management.

Rugs require vermin-proof storage, as a matter of course. They must have clean, dry, dust-free handling and storing. Fumigation equipment is a strong attraction to the storer, and particularly winning in favor with the bank which loans on the goods.

For such storage a receipt is wanted, more in the customary merchandise warehouse form than that of the furniture house. A bank shies at a furniture-storage receipt, because it is intended primarily for household goods which will not be hypothecated. Its terms and conditions look "dangerous" to the bank, especially as a banker is not likely to take time to read through all the provisions or inform himself as to the many protections given by the receipt to the bank.

They find it simpler, and less bothersome, merely to ask for merchandise receipts in the accepted form. The receipt runs to the bank, of the non-negotiable form.

In this manner the combined warehouse, furniture and merchandise, fits the need nicely. It offers the special facilities and experience of household goods; it also emits the established merchandise receipt—known to the local

#### Lehigh Company Expands

The Lehigh Warehouse & Transportation Co., Inc., Newark, N. J., has established branch space in Elizabeth, N. J., by taking over under lease 1,000,000 square feet in the Waverly Terminal, formerly the Durant motor plant, on Newark Avenue.

Lehigh thus will provide Elizabeth with one of the largest industrial storage, distributing and forwarding plants in the State. The Newark firm has an option to purchase at the end of fifteen years. Its leased space is about 50 per cent of the total in the Waverly Terminal, which is on the main line of the Pennsylvania Railroad.

#### Correction

Sioux Falls, South Dakota, is the home of the Wilson Storage and Transfer Company, regarding which a story was published on page 54 of the February issue of *Distribution and Warehousing*.

The story in error gave the name as "Sioux City".

bank and approved in advance by the Federal Reserve System (for rediscount of the loan).

The receipts, when used as collateral, usually tally the rugs by "singles." Occasionally a "bale" of one size or one origin will pass muster with the banks, but usually not.

The "singles" are listed by stock numbers, with the indelible markings or the distinguishing woven-in identification symbols specifically detailed in the receipt.

The best practice also itemizes the value, rug by rug. One bank insists "on a valued receipt" much after the manner of the "valued policy" in fire insurance, where each item is assigned a value and the receipt stipulates that that is to be the value in adjustment of loss without further appraisal.

These are points to be considered by the warehouseman, who may unwittingly be assuming higher values for some of the stock than the rug would bring on the market. The rug trades—to be very plain spoken—are terribly interlarded with rascality. Inasmuch as values have little bearing on cost of production but are wholly matters of personal judgment, "shrewdness" enters into the business to a large extent. Often a rug dealer boasts of palming off a worthless piece for a high price; or, conversely, on having bought a valuable one for a song from some unsuspecting owner.

Color and pattern, workmanship and "type of rug," are far more important than cost of making. "Oriental rugs are almost individual creations and none but an expert is safe in naming a value."

On the other hand, handling this commodity has a saving quality. Oriental rugs and antiques are the only commodities whose value goes up with defects!

A used Oriental rug may be worth three or four times a new one—and one of the salesman's arts is to weave up (out of his vivid imagination, as a rule) a mysterious tale of the rug's origin, such as that it was in a temple, or the palace of a king, or is a century old, or was stolen during the War by the Anzac troops. A frayed edge is dragged into the strong light and pointed out as evidence of use—often with a tale of how some famous Oriental caught his toe or his sword at that very spot. Even a hole in the fabric may be turned into an added hundred dollars in the price.

Moth eatings do not, therefore, necessarily strike terror.

Possibly Ye Ed's three feminine detective moths (Bisellele, Pellionella and Tapetzella) might create rug values by boring their path into some rug of high value.

This unusual side to rug pricing has a direct importance to the warehouseman who stores these rugs. In a general way, a slight bit of damage does no harm. Accidents, which would bring 100 per cent loss to a linoleum or an ordinary roll of carpeting, may not damage an Oriental rug a penny's worth; indeed, as just hinted, they may actually add to the commercial value. Truly it is a queer commodity where a defect becomes a profit!

# Eastman Would Reduce the Spread Between Carload and Less-than-Carload Rates

Suggests Motor Trucks Assemble and Distribute at Key Points Through Integration of Rail, Express and Forwarding Agencies

By MICHAEL M. McNAMEE, Jr.

DISTRIBUTION AND WAREHOUSING'S  
Washington Bureau,  
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**C**REATION of two gigantic transportation agencies comprising unified operations of railroad, express, freight forwarding, and motor vehicles to expedite and insure the safe distribution of the nation's less-than-carload merchandise traffic is proposed by Joseph B. Eastman, Federal Coordinator of Transportation.

Under the plan, administration, transportation and terminal activities of rail carriers, express and freight forwarding companies would be integrated insofar as less-than-carload merchandise traffic is concerned. Two competing transportation agencies of comparable traffic and financial strength would be formed under ownership of the railroads which serve them, but under operation of an independent management in which the public interest would be represented.

These competing agencies would enter into contracts, joint rates, lease or outright ownership of motor vehicles to coordinate rail and highway activities, so as to be in a position to collect and deliver merchandise at patrons'

door and transport it in shock-proof equipment at overall speeds in excess of 20 miles an hour.

The plan involves pooling of all rail merchandise traffic in the two competing agencies, with the independent managements of each encouraging direct and economical routing but protecting the revenues of each participating carrier.

In the interest of greater economy of operation, motor trucks would gather and deliver the merchandise at key concentration points for rail distribution on hauls of more than 150 miles, ultimate delivery to be made by trucks from destination key points. The short haul traffic would be handled entirely by motor vehicles.

The Eastman plan is contained in a document titled "Merchandise Traffic Report," which has just been dispatched to the regional coordinating committees of the carriers subject to the Emergency Railroad Transportation Act, 1933. Copies were sent also to members of the regional labor committees. Reaction of the regional committees is to be contained in an answering report to be sent to Mr. Eastman not later than June 1.

**T**HE Eastman report asserts that conditions in the field of merchandise transportation which should be corrected are: practices causing preventable waste in the handling of rail merchandise traffic; handling by one organization of traffic which can be more advantageously or efficiently handled by another; and competitive and indirect rate-making which threatens rate demoralization.

The causes of these conditions are, according to the report, lack of integration of traffics, organizations, facilities and services; present, but correctable, inferiority in rail services in over-all speed, completeness, convenience, and protection of the lading; and higher total rail charges, due in part to complexity of classification and tariffs, rigorous packing requirements, incomplete transportation, multiple rate scales, rate rigidity, and rate levels.

The report declares that "remedies for present conditions in the field of merchandise traffic should be designed to reduce waste and prevent uneconomic handling of traffic by integrating services, modernizing operations and tariffs, and coordinating transportation instrumentalities." The following recommendations are intended to accomplish that objective.

"Recommendation 1: Consolidate rail L.C.L., express and forwarder traffics and pool all rail merchandise services into two competing merchandise agencies, each operating throughout the United States, of comparable traffic and finan-

cial strength, owned by the railroad companies which respectively serve them, and operated by an independent management in which the public is represented, under contracts encouraging direct and economical routing but protecting the revenues of each participating carrier.

"This proposal means the adoption for merchandise of the present express plan of pooling, by simply combining rail L.C.L., freight forwarder and rail express services. It provides for complete integration of all rail merchandise services and would eliminate much of the waste revealed by the Survey. The plan, moreover, is safeguarded against several real objections from a carrier as well as a public standpoint which would apply against adoption of the present express arrangement without change. These objections are:

"(a) Protection of the public against virtual monopolies of merchandise transportation;

"(b) Wasteful methods of routing required by the present express contract;

"(c) Adequate protection of the revenues, gross and net, of the individual carriers participating in the pool.

"Preservation of Competition. The present express pool constitutes a monopoly of that particular traffic in all sections of the country, except in the southern district where there is competition between the Railway Express Agency and the Southeastern Express Company.

"A number of shippers complain of

the express monopoly and its effect upon service and rates. On the other hand, those of the southern district are generally satisfied with the conditions which have resulted from the competition there existing. Competition within reasonable limits encourages initiative and efficiency. Its greatest evil is to encourage extravagance and unnecessary duplication of service.

"A detailed examination car by car of the merchandise traffic in 1932 indicates two joint merchandise agencies, each operating throughout the continental United States, would require few if any more car miles of transportation than would be the case with one agency. Two agencies would incur additional costs of administration and selling of not over \$10,000,000. This is a relatively small price to pay for the benefits in service which would accrue from a vigorous and healthy competition, particularly since it might largely be offset by increased efficiency upon the part of the rival agencies.

"Public Representation. Public interest, however, would not be fully protected by the establishment of two competing agencies. There should be a direct and effective check against the contingency of agreements between two agencies tending to restrict competition or impair service.

"For this reason representatives of the public chosen by the Federal Coordinator of Transportation or by the Interstate Commerce Commission should directly



and continuously participate in the management of each agency, with veto powers over acts tending unduly to create waste, to restrict competition or impair service.

**"Routing of Traffic.** Since the present express contract pools the traffic upon a gross revenue basis and requires an 'equitable distribution' of traffic, it produces unnecessary duplication of express transportation. If the same basis were applied to all merchandise traffic it would make impossible potential operating economies which integration is designed to accomplish.

"The agencies, instead of being forbidden to use instrumentalities other than rail, which might perform a superior or more economical service, should be required to use such instrumentalities; and instead of being obligated to divide the traffic in gross among proprietary carriers, should concentrate and handle it by the most direct and efficient routes and methods. The explicit provisions of the present contracts which require the agencies to distribute the traffic among proprietary carriers should be eliminated and the agency should be left free to transact its business in the manner most serviceable and profitable to it as an independent unit.

**"Distribution of profits.** The handling of express or merchandise traffic by the agency in the manner just suggested would be fraught with hazard to individual carriers unless means be found to safeguard their interests. This can be done by compensating the carrier over whose route the traffic is handled by a sum which approximates the rail line's bare out-of-pocket expense in handling the traffic.

"Thus, the carrier which handled the traffic would be in no better or worse condition than one which did not handle it. Net profits of the agency should be distributed among the proprietary lines, not in accordance with the traffic handled, as is provided under the present express contract, but in accordance with the volume of the merchandise and express revenues, respectively, handled by the individual carriers during a fair pre-contract test period.

"This method of pooling would remove the financial urge upon the part of the carriers to interfere with the routing and handling of merchandise traffic, and at the same time insure that each carrier would receive the net profits of the traffic in substantially the same proportions as it formerly received gross revenues."

In creating the "pools", the report recommends they conform as far as possible with the final consolidation plan of the I.C.C., so that if and when that plan should be consummated, a reorganization of the pools will not be required on the one hand, and the pools will not interfere with the consummation of the plan on the other.

The report's second recommendation deals with the collection and delivery of merchandise to the patron's door and its transportation in "shock-proof" equipment at over-all speeds of at least 20 miles an hour.

In this connection it is said that "completeness is an essential element in transportation, and collection and delivery service cannot and should not be restricted to a so-called trucking area. The economies in facilities, in station location, in physical handling methods, as well as in time, can be fully realized only when the service is for practical purposes universal. An 'optional' sys-

tem of collection and delivery requiring separation, flooring, and warehousing of merchandise, or a part of it, allowance or other forms of rebates, tends to destroy the benefits of the service, which should be operated as an integral part of the transportation service.

"At any point served by two or more competing agencies, collection and delivery service should be integrated into a single service operated jointly for the account of all merchandise carriers at that point."

Simplification of present billing systems by adoption of a single bill system and elimination of all checking, recording and listing en route, with a view to approaching in simplicity and economy the present parcel post system, also is suggested.

Relative to "shock-proof" equipment, the report states that rail equipment for the handling of merchandise should be modernized. For the present, it was said, the express and baggage car equipment is sufficiently shock-proof and capable of sufficient speed for merchandise service, although "the excessive tare weight and deficiency in potential cubical capacity, dimensions considered, tend to make it obsolete."

Temporarily, the report recites, box cars can be made reasonably serviceable by installation of non-harmonic springs, improved high-speed brakes and wheels. It is suggested, however, that as this equipment wears out it should be replaced by light shock-proof equipment primarily designed for merchandise service, to include containers, truck bodies, and other units interchangeable between the chassis of rail and highway vehicles.

In its third recommendation the report deals with modernization and simplification of tariffs. This would be accompanied by simplification of classifications, liberalization of packing requirements, and adoption of the express system of charges to all merchandise traffic by substituting for present scales a scale based on cost plus a fair profit.

The final recommendation deals with coordination. This recommendation states: "Coordinate rail and highway transportation by contract, joint rates, lease or ownership, so that merchandise will be concentrated at and distributed from a limited number of key concentration stations by highway and moved between such stations by rail in car lots."

"Instrumentalities. Rail and highway are naturally supplemental to rather than competitive with each other. The fields in which, from the standpoint of service and economy of operation, one is superior to the other, barely overlap. There is a large amount of traffic now moving by highway which can be moved more economically and serviceably by rail. On the other hand, there is an equally large amount of traffic which is moving by rail which can be more economically handled by highway."

"The two should be coordinated so that the shipping public is given the advantage of a system which utilizes to the fullest extent the economies of each. This may be brought about by contract, joint rates, lease or ownership. Through coordination rail and highway operators should be able to make profitable operations which today are generally unprofitable."

"Stations. Proper coordination of rail and highway facilities would make wholly unnecessary the duplication of freight and express depots which now exists. This is true with respect to the

cities in which such depots are located, as well as the number of depots in such cities. Utilization of modern instruments of transportation would permit stations to be reduced to a limited number of concentration points at which merchandise is received and delivered. Such depots need no longer be located within expensive congested areas, but can be placed at points most advantageous from a transportation standpoint.

**"Concentration and Distribution.** A major problem involved in handling merchandise is to find the best and most economical way of assembling shipments from a large number of shippers in order to transport them in full carload quantities and then to distribute the consignments to a large number of receivers, again in relatively small quantities.

"Pooling of all rail merchandise would make available tonnage in sufficient volume to permit the daily operation of merchandise schedules throughout the United States with the dependability and practically at the speed of the parcel post tonnage."

"A detailed car examination of 1932 L.C.L., express and forwarder traffic indicates that by the establishment of concentration centers merchandise can be aggregated and shipped in carloads averaging 12 tons per car. A number of methods are available. Generally it may be done through the utilization of the motor truck or tractor and trailer within the sphere of their economic utility; and in some cases by the use of concentration or distribution cars upon local passenger, freight or mixed trains; and also by use of truck bodies, containers, trailers and other equipment interchangeable between rail and highway vehicles."

"No uniform practice can or should be laid down which would be universal or generally require the use of any one of these methods to the exclusion of the others. The test in each case should be the use of that instrumentality which performs the best service most economically."

**"Traffic redistribution.** Over 3,000,000 tons of merchandise are moving by highway for distances of over 250 miles, and over 12,000,000 tons for distances between 50 and 250 miles. Approximately 10,000,000 tons of L.C.L. freight are being hauled by rail for distances under 50 miles, the bulk of which could be more efficiently handled by highway."

"Coordination as a supplement to modernized service and tariffs would result in the exchange of this tonnage so that there should be returned to the rails at least 10,000,000 tons of long-haul traffic now moving by highway, and there should be diverted to the highway an equivalent amount of short-haul tonnage now moving by rail."

Commenting on speed, the report asserts that a prime essential is the time required for complete movement from consignor's door to consignee's door. "The motor vehicle," it is said, "is generally superior in speed to the freight train. On through runs the motor vehicles consistently maintain an average over-all schedule in excess of 20 miles per hour. Present rail L.C.L. schedules rarely exceed 20 miles per hour between depots, and door to door services are still slower owing to terminal detention. Because of greater flexibility, the motor vehicle is generally superior in speed for distances under 150 miles, but generally inferior for distances in excess of 350 miles." An attached exhibit shows cases

(Concluded on page 33)



# FROM THE LEGAL VIEWPOINT

By  
**LEO. T. PARKER**

## Courts in Pennsylvania Define "Common Carrier"

**C**ONSIDERABLE litigation recently has resulted by transportation companies refusing to obtain certificates from public service or public utilities commissions to carry on such transportation business. Generally speaking, it has been held that only common carriers are required to obtain certificates. Therefore, in legal controversies of this nature, the important consideration of the Court is to determine whether the litigant is a common or private carrier.

The latest higher Court case involving this point of the law is *Keystone Warehousing Co. v. Public Service Commission*, 161 Atl. 891, Pennsylvania.

In this instance it was shown that a State law provides that "The term 'Common Carrier,' as used in this Act, includes any and all common carriers, whether corporations or persons, engaged for profit in the conveyance of passengers or property, or both, between points within this Commonwealth, by, through, over, above, or under land or water, or both."

Complaint was made to the Public Service Commission that the Keystone Warehousing Company was operating as a common carrier without the approval of the Commission. The facts are as follows:

The warehouse company began business on April 20. Before beginning business the manager of the company solicited from various business houses in Philadelphia the business of transporting packages from their stores to customers in the city and the surrounding counties. He interviewed representatives of about eighty firms and secured the business of eleven of them. With each of these shippers contracts were made in which the warehouse company agreed to deliver all merchandise consigned by the shipper. The prices vary from 15 to 17½ cents a package. The contracts have a term of one year and are subject to cancellation on thirty days' notice.

Although the manager of the warehouse company solicited business from a large number of shippers, he refused to make similar contracts with a few business houses. The reason for this refusal was that the goods could not be mixed with other goods, as in the case of meat; or that the packages were of sizes which were not convenient to handle.

Counsel for the warehouse company contended it should not be required to obtain a certificate, it being argued that a common carrier is one who holds itself

out to transport merchandise for all persons who require services, and that the warehouse company was not a common carrier because it refused to transport merchandise for many companies which required the service.

Notwithstanding this argument the higher Court held the warehouse company required to obtain a certificate, and stated the following important law:

"Contention of the appellant [warehouse company] is that it does not come under this designation for the reason that it does not hold itself out to the public generally, but serves only those with whom it has made written contracts. . . . The wide solicitation admittedly made by the plaintiff [ware-

house company] and the scope of the service rendered, are indicative of public service, and not incidental employment, and merely private and special engagements. The plaintiff's case is not helped by the fact that some applicants for services were rejected. These refusals were by reason of lack of facilities, or because they did not come within the particular line of business in which the plaintiff engaged, which was limited to small packages."

Also, it is important to observe that in the late case of *Cunningham v. Public Service Commission*, 93 Pa. Super. Ct. 421, the owner of motor trucks contended he was a private, and not a common, carrier, because he transported merchandise only for particular concerns with which he had contracts; that he did not hold himself out to be a public carrier or solicit business indiscriminately; and that he has refused to haul for persons with whom he was not under contract.

In holding this truck owner to be a common carrier and, therefore, required to obtain a certificate from the Public Service Commission, the Court said: "We are not here concerned with any question relative to his duty to carry, or liability while carrying, but solely with the nature of his present employment—that is, whether he is holding himself out as engaging in the transportation of goods for hire as a public employment or merely as a casual occupation incident to some other business and engaged in under special contracts of employment in each particular case. The presence or absence of the sort of contracts or understandings disclosed by appellant's testimony should not be a controlling factor in the determination of the question involved. Contracts, express or implied, are an incident to nearly every form of transportation, whether by common or private carriage."

Obviously, any person or company ready and willing to transport merchandise for all persons who need services is a common carrier and required to obtain a certificate to operate motor vehicles. This is true notwithstanding the fact that the truck owner may have been in business and operating his truck prior to the time the State law was passed which authorized the Public Service Commission to regulate delivery of freight.

For example, in the recent case of *Bingaman v. Public Service Commission*, 161 Atl. 892, Latrobe, Pa., it was disclosed that a truck owner had operated his vehicles for a considerable period of time before the State Legislature enacted a law requiring operators to obtain certificates of public convenience from the Public Service Commission. However, after this law was passed the truck owner extended his operations, believing he had this privilege because he had been operating his trucks before the aforementioned law went on the statute books.

The evidence disclosed that he did a motor trucking business, picking up goods at certain mercantile establishments and making deliveries en route. He explained that these operations were all performed in conformity with eighteen private contracts made with various firms. These contracts are for one year, with an option to either party to end them on 20 or 30 days' notice. Although there was no definite evidence of the truck owner advertising or holding himself out as a common carrier, he admitted he would haul anybody's goods if they would sign a contract.

It is interesting to observe that the higher Court held the truck owner to be a legal common carrier and required to

## Your Legal Problems

**M**R. PARKER answers legal questions on warehousing, transfer and automotive affairs.

There is no charge for this service.

Write us your problems. Publication of inquiries and replies gives worth-while information to you and to your fellows in business.

house company] and the scope of the service rendered, are indicative of public service, and not incidental employment, and merely private and special engagements. The plaintiff's case is not helped by the fact that some applicants for services were rejected. These refusals were by reason of lack of facilities, or because they did not come within the particular line of business in which the plaintiff engaged, which was limited to small packages."

Also, it is important to observe that in the late case of *Cunningham v. Public Service Commission*, 93 Pa. Super. Ct. 421, the owner of motor trucks contended he was a private, and not a common, carrier, because he transported merchandise only for particular concerns with which he had contracts; that he did not hold himself out to be a public carrier or solicit business indiscriminately; and that he has refused to haul for persons with whom he was not under contract.

In holding this truck owner to be a common carrier and, therefore, required

obtain a certificate to extend the scope of his operations, and said:

"It would seem that these acts are sufficient to constitute Bingaman [truck owner] a common carrier, for within the limits of his operations he was available to every one who desired his services. . . . He cannot escape the application of the Public Service Act by making a written contract with each customer. . . . The presence of a contract with each customer should not be a controlling factor in the determination of the question as to whether the person or corporation is a common carrier, for 'contracts, express or implied, are an incident to nearly every form of transportation, whether by common or private carriage.'"

### Situs of Taxable Merchandise

RECENTLY the Supreme Court of the United States, in a case styled *Minnesota v. Blasius*, rendered an important decision involving this point of the law.

It was shown that a man named Blasius purchased some cattle and had them placed in the stockyards at St. Paul. Soon afterward he re-sold the cattle and shipped them out of Minnesota. While the cattle were in the pens the taxing authorities of Minnesota assessed the cattle, and Blasius resisted the assessment. Suit was brought against him for the amount of tax. In holding Blasius liable, the Court said:

"Where property has come to rest within a State, being held there at the pleasure of the owner, for disposal or use, so that he may dispose of it either within the State, or for shipment elsewhere, as his interest dictates, it is deemed to be a part of the general mass of property within the State and is thus subject to its taxing power."

### Carrier Held Not Liable

FREQUENTLY litigations, involving warehousemen and common carriers, are affected by statutes which define liability.

Generally speaking, statutes of this nature are construed strictly in accordance with the intended meaning of the law-making body which passed the statutes. Therefore, a law which relieves a warehouseman or common carrier from liability for loss of or damage to merchandise usually is construed to relieve such warehouseman or common carrier unless the loss is shown to have resulted from gross negligence on the part of warehouseman or carrier.

For illustration, in the late case of *Earle & Stoddard v. Ellerman's Wilson Line*, 53 S. Ct. 200, New York, the United States Supreme Court interpreted a statute which relieves the owners of steamships from liability "unless such damage is caused by the design or neglect of such owner."

A cargo of merchandise was lost at sea when the coal caught fire by spontaneous combustion. The owner of the cargo filed suit against the owner of the steam-

ship to recover damages, and proved that the ship's chief engineer was negligent in taking on a supply of new coal when he was aware that the old coal was considerably heated. It was contended by the owner of the cargo that this act resulted in such negligence that the owner of the ship should be held liable.

However, the higher Court refused to hold the owner of the ship liable, and said:

"The argument is that the duty of the owner to make the ship seaworthy before starting on her voyage is non-delegable, and if the unseaworthiness could have been discovered by due diligence there was necessarily neglect of the vessel owner. . . . There was no personal contract of the vessel owner superseding the fire statute. . . . Here the inquiry is not whether there was a 'personal contract,' on which the shipowner can be held to the full amount of the loss, but whether he can be held liable at all. He cannot be held liable unless by agreement, or otherwise, he has waived the benefit of the statute."

### Amount Allowable for Conversion

CONSIDERABLE legal controversy has existed from time to time over the correct amount of damages allowable where a warehouseman illegally seizes or converts stored goods to his own name.

Ordinarily the amount of damages for which a warehouseman is liable under these circumstances is based on the actual value of the seized or converted goods, plus the expenses incurred by the owner as a result thereof. However, under certain circumstances the Courts may award a verdict based on the sum at which the seized or converted goods were sold at public auction.

For instance, in *Burglass v. Sheperd*, 144 So. 67, New Orleans, it was disclosed that certain household goods were illegally seized and sold to satisfy an indebtedness of the possessor. Later the true owner of the furniture filed suit against the party who sold the furniture and proved that he actually was the true owner thereof and demanded payment of damages amounting to \$263.15.

During the trial the owner claimed that the value of the seized property was the aforementioned amount. Also, that amount was fixed by the estimate made by the manager and assistant manager of a furniture store. These witnesses testified that, if the furniture has been polished and cleaned at an expense of \$10, it would easily have brought that amount. The constable, who made the sale, testified that in his opinion the property was worth between \$75 to \$100, but that he had sold better furniture for less money. Other evidence was introduced showing that the furniture was five years old and when new had cost \$596.

However, as the furniture was sold at auction and brought only \$40 the higher Court, after thoroughly reviewing all the testimony, allowed the owner of the furniture damages amounting to \$40. This Court said:

"The damages suffered by plaintiff as a result of an illegal seizure are the actual pecuniary loss he has sustained, plus expenses incurred. . . . The amount that property brings at a forced sale is not the criterion of its value. . . . Under ordinary circumstances we would not consider the price realized at a forced sale as indicative of the proper value, but, under the circumstances as they appear in the record and in the absence of any other definite proof of value, we have concluded to accept \$40 as the proper amount to be awarded in connection with this item."

### Innocent Party Suffers Fraud

IT is well known that no one can transfer a better title to merchandise than he himself possesses. The universal and fundamental principle of our law is that no man can be divested of his property without his own consent, and consequently even an honest purchaser under a defective title cannot hold against the true owner.

Another well established principle of the law is that, where two innocent persons are involved in a fraudulent transaction, the one whose negligence resulted in the fraud must suffer the loss.

For example, in *Grays Harbor Finance Co. v. Sutcliff*, 5 P. (2d) 1002, Washington, it was disclosed that certain merchandise was mortgaged and the mortgage was properly recorded. Another person purchased the merchandise without investigating the county records to determine whether the goods were mortgaged. Soon afterward this purchaser sold the goods to another purchaser and later the person holding the mortgage on the goods became involved in litigation to recover the legal ownership of the merchandise.

In holding the first purchaser responsible, for the reason that he had failed to investigate the records to determine whether the goods were encumbered, the Court said:

"We have frequently applied the rule that where one of two innocent persons must suffer from the fraud perpetrated by another, the loss should be borne by the one whose carelessness or negligence enabled the fraud to be perpetrated. . . . Public policy requires that purchasers of property should be vigilant and cautious, at least to the extent of seeing that their vendors have some and the usual evidence of title, and if they are content to rest upon their declarations they may not impose the loss, which is the result of their own incautiousness or credulity, on another."

### Liability Because of Missing Goods

LEGAL EDITOR, *Distribution and Warehousing*: On Aug. 6, 1930, we stored two trunks, one box and one barrel for a lady. On Sept. 12, 1930, we delivered the two trunks to her. The box and barrel remained in storage until Feb. 2, 1933, when her sister had the box taken to her home. The box remained

at the sister's house about a week and then we delivered it to the depot for her.

Before the box was removed from storage there was an unpaid storage bill amounting to \$30. We received a letter from the lady stating that she was unable to pay the bill and did not care to lose her things and asked if we would let her have the box, and hold the barrel for security. We wrote advising her we would give her the box and one year to pay up.

On Feb. 3, 1934, the lady and her sister called at our office and stated that the box contained nothing but junk; that it had been opened and some of her things taken out and old stuff put in its place. We refused to let them look in the barrel for some pictures unless she paid a part or all of the storage.

This morning the sister called and stated that it was her wish that we pay for the linens missing or release the barrel without charge. We do not believe that we are responsible for the contents in the barrel or box, as we were not present when it was packed or when it was unpacked. Please let us have your earliest answer, as we expect this to cause trouble.—*Prescott Transfer & Storage Co.*

Answer: Obviously, you would be liable for lack of ordinary care when safeguarding the box and barrel from having the contents stolen therefrom. However, in cases of this nature, it is necessary that the complaining patron proves with reasonable certainty that the missing goods actually were received for storage. In other words, the burden rests with the patron to introduce convincing testimony that the box and barrel, when received for storage, actually contained the articles which the patron contends are now missing. Furthermore, you are not bound to deliver the stored merchandise until full charges thereon are paid; unless, of course, the patron files suit and gives the aforementioned testimony which may result in an unfavorable verdict from your standpoint.

The various Courts have held that the fact that an owner testifies certain goods were received by warehousemen for storage is not sufficiently convincing to result in the warehouseman's liability. Testimony of this nature must be supported by evidence given by other parties, particularly disinterested parties. If this were not true it would be an easy matter for anyone to store an empty box in a warehouse and subsequently demand damages from the warehouseman on the contention that the contents of the box were stolen while the box was in storage.

### When Stored Goods Are Owned by a Bankrupt

**LEGAL EDITOR, Distribution and Warehousing:** An unusual case now confronts us and in brief it is as follows:

A customer, having goods in our warehouse, went through bankruptcy. At the time the referee in bankruptcy advised us to file claim we wrote him that our warehouse lien protected us. A few days ago we notified the customer and referee of

our intention to sell the merchandise for charges. The referee in answer to sales notice advised that the bankrupt case was closed, as there were no assets for administration. Later the customer appeared in our office and demanded delivery of the property, without offering to surrender the warehouse receipt or to pay the charges. We advised him that we would be glad to make delivery upon payment of our charges and surrender of the warehouse receipt.

Will you be good enough to advise whether in your opinion we are taking the proper course?—*General Warehousing Company.*

Answer: Obviously it was the duty of the bankrupt to list the stored goods as assets, if he believed them to be assets. However, a warehouseman being given by statute first lien on stored goods, to secure payment of storage charges, it is my opinion that the goods represented no assets, as the storage charges more than equalled the value of the merchandise.

If the holder of a mortgage decides to stand by such mortgage, certainly the amount due on the mortgage is collectible before the mortgaged property can be listed as an asset for distribution among unsecured creditors. For the same reason under ordinary circumstances your lien stands so long as you retain the goods in your possession. Of course, if you give up possession of the goods, then your lien is forfeited and your claim is on the same basis as other debts owed by the bankrupt to other creditors.

It certainly is true that you would not be required, except by Court order, to deliver the goods without receiving the warehouse receipt.

### Selling Goods for Charges

**LEGAL EDITOR, Distribution and Warehousing:** Although this is our first request to your legal department it might be something that is not entirely in order and, if so, please advise. The question we have in mind is in reference to a letter, copy of which we are herewith enclosing, which contains the following:

"Your account is long past due. We are obliged to close this account, if not paid in 10 days, by one of two following methods: 1st. Advertise in the local newspapers, according to law, . . . and sell same at Public Auction. . . . 2nd. You may sign the following release. . . . To: The Blakeslee Company, Waterbury, Conn. I hereby transfer all ownership in goods now in storage with you in my name to your Company, to dispose of as you see fit. By so doing you agree to relieve me of all storage and moving charges accrued on said goods."

### SIGNATURE

If the signature corresponds to the signed storage contract, as far as we can see, it would release us from any liability in case the customer later changes his mind. We certainly would appreciate any criticism from a legal viewpoint.—*The Blakeslee Company.*

Answer: Obviously, if the owner of stored goods assigns or sells the merchandise to you, this would result in the goods being your legal property and you would have privilege of disposing of it in any manner which you considered advisable.

However, the objection to this procedure is that you may receive an assignment which actually is not signed by the proper owner and therefore you would be liable for conversion if you sold the merchandise.

In other words, in order for you to eliminate opportunity for future litigation it is necessary that you obtain signatures of the owners of the goods before witnesses who later may testify in your favor, in the event any owner denies that he signed the goods over to you.

### Protecting a Name

**LEGAL EDITOR, Distribution and Warehousing:** One of our customers has asked us a question upon which we believe you are qualified to reply. A firm ships, to warehouses, stocks consisting of crackers or wafers which are very crisp. The name of the product is on each wafer. In one particular case water seeped through the roof of the railway car and soaked the wafers, making them entirely unfit for use. However, they were sold to the trade by the railroad company; and the shippers or manufacturers feel that their trade was injured in that territory as a result of the sale of soaked wafers supposed to be crisp.

Is the shipper of foodstuffs, particularly this product, within his rights in insisting that the damaged stock be destroyed by burning or disposing of it so it cannot be used for any purpose?—*S. N. Long Warehouse.*

Answer: Obviously if a shipper or manufacturer agrees to settle with a common carrier, for damage to a shipment, on the basis of the carrier paying for the entire shipment and thereby taking title to the damaged shipment, such shipper or manufacturer impliedly consents that the carrier may dispose of the shipment in any manner or channel which he believes to be the most profitable.

In other words, if the shipper prefers to do so he may bargain with the carrier and accept an agreeable sum of money and take back the damaged merchandise; providing, of course, that the character of the goods is such that sale of them by the carrier would result in irreparable damage to the manufacturer.

A common carrier is liable for damages to a shipment notwithstanding the fact that such damage resulted from leakage of water through the roof of a car containing the shipment. The amount of the damages depends on the depreciated value of the shipment.

When you ship goods to a fellow warehouseman, use the Monthly Directory of Warehouses.



# The Liquor Industry's Warehousing and Distribution Problems\*

By HARRY FOSTER

Sales Manager, Cincinnati Terminal Warehouses, Inc.

THE careful manufacturing, rectifying, blending, distributing, bottling, labeling, and putting forth every effort to produce the highest quality, are necessary and essential toward the development of the liquor business.

Of vital further importance, however, is the proper warehousing and distribution problem—to select and carry spot stocks at such concentration and distribution points as will be of the greatest advantage from a standpoint of increased sales and at the same time effect economies.

The fact that thousands of national concerns are leading manufacturers throughout the country in other standard lines are carrying spot stocks in principal centers has proven that the use of public warehouses is a proposition that is sound.

Spot stocks mean increased sales.

In almost every large city in the United States there are massive fireproof bonded warehouses on railroad sidings, located in the most convenient sections of the town, representing investments of millions of dollars. Most of these warehouses have complete responsible certified intercity motor truck transport lines which offer overnight store-door delivery service to every important city within a radius of about 300 miles.

THESE public warehouses offer also the use of their thoroughly trained and experienced operating organizations to relieve patrons of clerical details such as preparing the many technical Government forms for transferring, tax-paying, and withdrawing domestic and foreign liquors. In fact they perform the work of complete branch operating organizations, thereby relieving the storers of all worries and enabling them to concentrate their entire efforts on sales.

Why should distiller, wholesaler or rectifier use, for storage, valuable space which he requires for so many other purposes, when the public warehouse, with facilities especially for storage, can be had at a much lesser cost? Warehouses furnish every facility, including heated rooms for whiskey as well as fully protected vault-like rooms built strictly in accordance with Government regulations.

Among the greatest advantages offered by these bonded warehouses is the one that either consignee or consignor can ship both domestic and imported liquors "in bond" direct from either the distillery or the bonded warehouse; and inasmuch as the entire shipment or any part thereof

The use of any portion of these warehouses and transportation facilities is offered at nominal charges to distiller, importer, rectifier, wholesaler and broker for the storage, handling and distribution of their domestic and imported liquors.

By availing themselves of the use of these ideal facilities, unlimited economies can be effected. There is no need for having to maintain private buildings for storage purposes today.

These public bonded warehouses can be used as branch houses and the overhead expenses reduced. Among the savings which can be effected are:

1. Reduction in payroll expense, such as janitor and watchman service, and common and clerical labor.
2. Elevator maintenance.
3. Trucks and equipment up-keep.
4. Light, heat, power, taxes.
5. Low insurance premiums for both fire and theft.
6. Cartage expense.
7. Plant investment and up-keep.

Users pay for only what they store, and not for idle space, for idle personnel, or for idle equipment.

still remains in the custody of the Government it is unnecessary immediately to pay either the duty of \$5 per proof gallon on imports or \$2 per proof gallon taxes until each withdrawal is made. This is a wonderful convenience and enables the small dealer whose capital is limited to operate just as well as his competitor who may have plenty of funds. The competitor, too, can use his money advantageously for other purposes and investments.

Think of the amount of interest that can be saved on carloads of imported whiskies and brandies by shipping "in bond" and paying both taxes and duty only as each withdrawal is made.

Of course you all know the distinction between bonded warehouses. U. S. Customs Bonded warehouses are for imports. General Bonded warehouses are for domestic liquors. I might mention here that the General Bonded warehouses are required to file bonds in the amount of \$150,000 with the Bureau of Industrial Alcohol before permits are issued.

A valuable document issued by the bonded warehouse is the negotiable warehouse receipt on which loans can be made. The American Bankers Association considers these receipts among the highest forms of collateral security. The receipt has not only the association's indorsement

but that of the Department of Commerce and that of the American Bar Association.

Negotiable warehouse receipts are issued by the warehouse in lots as desired, at nominal fees. These can be handed to your salesmen, who will find them very convenient to give their customers; this assures the customer that the sale is a *bona fide* one and that the liquor is stored in a U. S. General Bonded warehouse. Further all charges usually follow the negotiable warehouse receipt which the purchaser agrees to assume.

Prior to prohibition thousands of barrels and cases of brandies and wines were shipped "in bond" from California into bonded warehouses. Cars were pooled and the shipments of possibly a dozen consignees were consolidated in order to make up a complete carload and thereby secure the great benefit of the difference between the carload and less than carload rate all the way from California, which meant a tremendous saving to each of the consignees in freight charges. These cars would be shipped to one wholesale liquor dealer and billed in care of the warehouse, which would advance the freight charges and bill and collect them proportionately from each consignee. Negotiable warehouse receipts would also be issued to the consignees,

\*Address at National Wine and Liquor Show at Convention in Chicago, March 5-9.

and the taxes paid on brandy or wine at each withdrawal.

Not alone will the bonded public warehouse be a great asset for the liquor people but the repeal of the Eighteenth Amendment will be of great assistance to the many stockholders and investors in these warehousing enterprises, many of which have been operating in the red for years. Now they begin to see light, and this added revenue will enable them to continue to pay vast amounts of State and county taxes, interest on their bonds, and possibly some dividends as well, as well as do their part in employing thousands of additional persons throughout the county; this will naturally help business conditions.

In selecting your warehouse it is important that you follow the slogan "Choose your warehouseman as you would your banker." Responsibility should be your first consideration. Select one of the warehouses which are members of the American Warehousemen's Association and you will be assured that your merchandise will be properly cared for, with excellent service rendered and reasonable claims recognized. I will be glad to assist any of you in the selection of your warehouses; in fact, to make a com-

plete analysis of your warehouse proposition at any time you might request.

In conclusion, just a word about custom house broker. Whenever you have a problem of import, don't try to handle your own papers. Do just as you would in a case of sickness—go to the nearest custom house doctor. For unusually small fees they take care of all details for you and give you the benefit of their years of experience and knowledge and your shipments are handled promptly and efficiently. I have a small booklet here issued by the D. C. Andrews Company, custom house brokers in New York, giving all information as to legal requirements, rules and regulations, amount of duty, and so on.

In connection with Mr. Foster's foregoing Chicago talk, the Cincinnati Terminal Warehouses, Inc., has been designated by the Ohio Department of Liquor Control as United States General Bonded Warehouse No. 1, and the Department has awarded Terminal the contract, running for four years, for the State-wide warehousing of wines and spirits.

While Terminal holds the official appointment and accepts responsibility for the entire operation, the work will be

shared by four other Ohio warehouse firms—Canton Storage, Inc., Canton; William Edwards Company, Cleveland; Columbus Terminal Warehouse Co., Columbus, and Great Lakes Terminal Warehouse Co. of Toledo. These four and Terminal operate together 9,000,000 cubic feet of storage space, including general bonded and customs bonded space.

For convenience and economies in clearing orders and in handling clerical details the group will maintain at the Department's headquarters, in the Ohio Hartman Building, Columbus, a central office in charge of R. K. Swearngin, formerly Terminal's traffic manager and more recently in charge of Terminal's motor terminals operations.

The 187 stores which comprise Ohio's liquor outlets are to be opened officially on April 2. The initial stock moving through the five warehouses is about 250,000 cases. It is estimated that the total volume for the first year will exceed 3,000,000 cases, this estimate being based on information received by R. G. Culbertson, Terminal's operating manager, from other States operating under similar arrangements.

The business is secured on regular traffic rates.

## Jury Awards Damages to Terminal Company in Philadelphia "Allowances" Case

A JURY in the United States District Court in Philadelphia on March 27 awarded the Terminal Warehouse Co. of that city \$136,125 in its suit for \$1,500,000 damages against the Pennsylvania Railroad and the Merchants Warehouse Co., Philadelphia, caused by loss to the Terminal through special allowances by the railroad to Merchants. The verdict came on the seventh day of the trial before Judge Dickinson after the jury had deliberated about four hours. More than forty witnesses had been held.

Should the verdict not be upset by an appeal, the sum named by the jury would be tripled under the Sherman antitrust Act and thus become \$408,375, without further action by plaintiff. Defendants' attorneys would make no immediate statement as to whether an appeal would be entered.

In his charge to the jury Judge Dickinson said the questions for it to decide were (1) had the defendants combined in an unlawful conspiracy in restraint of trade to effect a monopoly; (2) had the plaintiff suffered business loss through unlawful conspiracy; and (3) if loss had been suffered what amount of damages should be fixed.

One point alleged by Terminal's counsel was that the Pennsylvania had a substantial block ownership in the Merchants company.

Terminal claimed damages for losses it contended it sustained because of an allegedly illegal contract for handling package freight entered into by the Pennsylvania Railroad and the Merchants company in 1887 and continued until 1932, this contract, the plaintiff re-

cited, having created in effect a partial monopoly of the local warehousing business. The contract between railroad and Merchants, the plaintiff urged, gave Merchants preference in reloading and demurrage charges amounting to a reduction in freight rates—in other words, rebates—thereby placing the plaintiff Terminal firm at a disadvantage in competition.

It was further contended that as a matter of fact no demurrage charges were placed by the railroad against the Merchants and that the latter was allowed to tie up, on its sidings, freight cars for long periods, sometimes for a hundred days, without additional costs, notwithstanding that demurrage charges were supposed to begin at the end of forty-eight hours.

Such special allowances, Terminal set forth, were made by the Pennsylvania to induce Merchants to give all its in-bound shipments to that carrier; and it was alleged that in addition to special payments given to Merchants ostensibly for expediting delivery of in-bound freight, the railroad built had paid for special shipping facilities for Merchants while other warehouses had to pay for such facilities.

The United States Supreme Court in a unanimous ruling in 1932 declared illegal a contract whereby certain favors were granted to Merchants by the Pennsylvania Railroad. It is on the basis of that decision that the present suit was brought.

Some months ago the Interstate Commerce Commission issued injunction proceedings ordering the railroads which had engaged in the practice, to stop the

payment of charges for handling their package freight; and grain dealers and merchants, as well as trade and commercial organizations, in Philadelphia, lined up with the Merchants company and the rail carriers to have the practice and arrangements continued.

Walter H. Bailey, trading as the Bailey Warehouses, Philadelphia, also had filed notice of a similar suit against the Pennsylvania and Merchants, claiming \$1,500,000 damages. This action had originally been scheduled for trial jointly with the present case but postponement came when the railroad objected to defending both suits at the same time.

Witnesses who took the stand during the first week of the trial begun March 19 include Ernest V. D. Sullivan, president of the Terminal Warehouse Co.; George M. Richardson, treasurer and general manager of the Merchants Warehouse Co.; Julian L. Eysmans, vice-president, and assistant to the president, of the Pennsylvania Railroad; and W. G. Glynn, assistant freight traffic manager of the Pennsylvania.

An array of distinguished counsel had been lined up by the principals, and it was evident from the outset that the legal battle was to be sharply contested.

Appearing for the plaintiff Terminal company were John J. Hickey, Washington, D. C., who is counsel for the Warehousemen's Protective Committee in Ex Parte 104, Part 6, before the Interstate Commerce Commission; and Thomas Raeburn White, of White, Schnader, Maris & Clapp, Philadelphia. Merchants company was defended by Robert T. McCracken, Philadelphia, and the Pennsyl-

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vania Railroad by John Hampton Barnes.

A copy of *Distribution and Warehousing* of the issue of September, 1931, containing an advertisement of the plaintiff Terminal company, was offered in evidence by counsel for the Merchants after Mr. Sullivan, as Terminal's president, had been questioned with regard to the advertising of his warehouse facilities.

Counsel for the Pennsylvania and for Merchants, in their defense, as brought out early in the trial, contended that not only are the alleged damages too speculative, but that before the jurors can assess such damages against them, the plaintiff must show a conspiracy existed to give Terminal unfair competition. This, counsel for the defendants asserted, will be impossible to prove, inasmuch as the agreement, charged as being illegal, was made in 1887 whereas the Terminal Warehouse Co. was not formed until 1908.

The line of questioning by defendants' counsel during the early part of the trial sought to draw from witnesses whether there was anything that the Pennsylvania, or the Merchants Warehouse Co. actually did that took business away from the plaintiff, decreased it, or showed intent to "strangle" that concern. Defendants' counsel also tried to show by witnesses that numerous customers of the Terminal company withdrew their patronage therefrom because the Merchants company provided superior type of service and not because of any special "allowance" privileges.

Mr. Sullivan testified that because of unfair competition arising from the Pennsylvania-Merchants arrangement, his company, for the period in question, was absolutely shut off from handling in less than carload lots such commodities as flour and potatoes and certain other commodities although up to that time the warehouse company's flour business had been very large.

#### **Receiver Appointed for Richmond Firm**

Under an order issued in the Richmond, Va., Law and Equity Court on Jan. 30, Stuart J. Christian was appointed receiver of the W. Fred Richardson Security Storage Co., Inc., and was directed to settle the firm's affairs.

The order was issued on complaint of R. R. Richardson, who stated he was a creditor and stockholder of the company, which some time ago was dissolved by the State Corporation Commission.

The company was described as owning considerable real estate at Main and Belvidere Streets, where it operated a household goods storage business; and to have a cash bank balance of \$6,022.13.

#### **Eagon Tells Shippers of Improvement**

As chairman of the warehouse and storage committee of the Southwest Shippers Advisory Board, R. E. Eagon, secretary of the Interstate Fireproof Storage & Transfer Co., Dallas, reported at the Board's meeting in Fort Worth on March 8 as follows:

"Estimates indicate that there will

be an increase of about 5 per cent for the second quarter of 1934 as compared with the corresponding quarter of last year.

"Stocks on hand today are about 5 per cent more than at this time last year.

"Car supply and transportation service are entirely satisfactory."

#### **Eastman Would Lower the Spread Between Carload and Less-Carload Rates**

(Concluded from page 27)

where highway operators equal express service for distances as great as 1,200 miles.

The definite speed superiority of the motor vehicle over rail L.C.L. service is responsible for a considerable part of the merchandise traffic now moving by highway, the report states. An exhibit reveals that the shippers of 73 per cent of the merchandise traffic which moves by truck choose that agency in part because of faster service.

The almost unanimous demand of modern industry for complete merchandise service is, in large measure, responsible for the growth in highway transportation, it is found. Universal collection and delivery service can, it is declared, be made economical both to shippers and carriers if it is operated as an integral part of the transportation service, without restrictions, allowances or mileage limitations. This service expedites the complete or over-all schedules; eliminates discriminations arising from the fact that a considerable part of the traffic is now given free collection and delivery through use of "trap" or "ferry" cars; reduces number and capacity of freight stations now required because of the incomplete service; reduces cost of handling freight at stations; obviates necessity for many switch movements; and promotes heavier loading of cars.

In connection with the element of "cost" in both rail and highway operations, the report declares that assuming that the practices causing preventable wastes in the handling of railroad merchandise traffic are eliminated, then highway transportation for distances longer than 150 miles would not be economically justified with motor vehicles operated at the average cost of their 1932 operations. Likewise, it is said, concentration or distribution of merchandise in rail L.C.L. service for distances under 75 miles, and even after the potential economies have been realized, generally will not be economically justified.

"Highway transportation for distances between 100 and 150 miles generally would be justified under conditions assumed," the report emphasizes, "only when the superiority of speed or the flexibility of the vehicle was worth the additional cost of providing the service."

The report estimates that economies in rail merchandise transportation which appear possible through the suggested integration would approximate more than \$100,000,000 a year.

In bringing his report to the attention of the regional committees Mr. Eastman asserted that "merchandise traffic cannot be handled as it should be handled, by the railroads alone, or by the trucks alone. Both methods of transport must be employed and linked together in proper coordination."

—Michael M. McNamee, Jr.

#### **E. Mead Johnson Dies at 81; Was President of Evansville Company**

E. MEAD JOHNSON, SR., president of the Mead Johnson Terminal Corporation, Evansville, Indiana, died at Miami Beach, Fla., on the night of March 20 while chatting with friends at his winter home there. He was 81 years old. He had apparently suffered with a heart attack.

Born at Crystal Lake, Pa., Mr. Johnson was one of the original partners of the Johnson and Johnson Co., New Brunswick, N. J., manufacturers of surgical supplies. He established the Evansville terminal business in 1931. He was a member of the Indiana Warehousemen's Association and of Allied Distribution, Inc.

Mr. Johnson had been a winter visitor at Miami Beach for about ten years and belonged to a number of clubs there.

He is survived by his widow, Mrs. Helen Johnson, and two sons, Lambert D. of Evansville and James W. of Paris, France. Lambert D. Johnson is secretary and treasurer of the Evansville company.

The body was removed to Evansville for burial.

#### **Jay Trowbridge Passes**

Death on March 14 removed Jay Trowbridge, aged 65, founder and head of the Trowbridge Storage Company, a household goods firm in Columbus. He had been stricken with pneumonia after undergoing an operation.

Born in Johnstown, Ohio, Mr. Trowbridge went to Columbus as a youth. He attended Ohio Wesleyan University. He established his business about forty years ago. A Mason, and identified with Columbus club activities, he was a member of the Mayflower Warehousemen's Association. He is survived by his widow, a daughter and a grandson.

The daughter is the wife of Paul R. Carroll, manager of the company.

#### **Personals**

Fred O. Cooke has been elected president of the National Ice & Cold Storage Company of California, San Francisco. He succeeds Frank B. Whipple, who has been made chairman of the board.

H. H. Hardy, secretary of the Fireproof Storage Co., Lansing, has been elected president of the Lansing Kiwanis Club. Mr. Hardy is secretary of the Michigan Furniture Warehousemen's Association.

George H. Manning, head of the Washington Bureau of *Distribution and Warehousing*, has been appointed a member of the house committee of the National Press Club.

James G. Robertson, public relations director of the United States Cold Storage Company, Kansas City, addressed the Kansas City Advertising Club on "The Nation's Refrigerator" on March 19.



# MOTOR FREIGHT and

Reg. U. S. Patent Office

Department Conducted

## Arrival of Warm Weather Suggests New Inspection of the Fleet

Hints for the  
New Season

**T**RUCK equipment must be kept fit. Good operation necessitates constant inspection. Warehousemen who went through this past winter with a minimum of truck trouble can probably trace this achievement to the attention they gave their vehicles before the cold weather set in.

Now comes spring, to be followed by a long hot season, and this suggests a number of important inspections, adjustments and changes on the various units of the fleet in order to prepare them for the operation conditions during the warmer weather.

In the first place, the thinner lubricants used in the engine, transmission and rear axle should be changed and replaced by summer grades. In the case of the engine it is sometimes advisable to make sure that all of the winter oil is removed from every possible crevice or pocket in the crankcase, etc. In fact, this is quite necessary when extremely thin lubricant has been used. Full-force systems are aided materially with air-pressure when it is used to blow out any accumulations of dirt, etc., from the oil-line passages in the crankshaft, crankcase pockets and other places where dirt and smudge may collect.

Due to the fact that winter driving is severe on wheel

bearings, shackle bolts and other bearing surfaces, operators should make sure that undue misalignments from wear have not occurred. Ratty roads from snow accumulations are tough on wheel bearings; and rough country roads are hard on springs, especially when heavy loads have been carried. Shifting loads, as a result of these road conditions, have their effects on body bolts, etc.

Continuous idling of the engine during cold weather may save the battery and starter but it is responsible for considerable unburned fuel getting down the side walls and causing cylinder and ring wear. While the spark plugs are out for cleaning and adjustment, compression tests should be made for blow-by to determine cylinder wear. In the absence of such a test, if oil consumption becomes heavy then a new set of rings is needed, if no leaks are found.

If rings are needed, then, when the job is being done, the cylinder block should be checked for out-of-round and taper; and the pistons, pins, ring grooves and rods should carefully be checked. In many instances the usefulness of an engine may be increased 20,000 to 25,000 miles by an additional ring job after most operators would recommend a reborings job.

**I**T will pay also to have some competent electrician test the wiring for voltage leaks, the coil and other ignition units. Such checking is necessary at periodic intervals throughout the year; and if it is possible to secure the services rendered so capably by some of the oil and electrical companies, then most operators can feel they are getting the very best diagnosis that can be made. It is always wise to follow out the recommendations made in these tests, as they make for greatly improved operation and freedom from trouble.

From the standpoint of fuel economy alone, the carburetor should be adjusted leaner for summer operation. The cooling system should be flushed thoroughly; and all related items, such as the fan belt, the hose, the thermostat and the waterpump, should be gone over carefully for play, leaks, etc.

Waterpump leaks may not be due necessarily to the need of packing. The real trouble may be a worn bushing

which has caused the pump shaft to become misaligned. Quite frequently overheating of the engine may be traced to worn impeller blades in the pump. When in that condition it is quite apparent that the insufficient blade surface is not forcing the water through.

Water pump hose may appear in good condition on the outside, but inside it may be so eaten away or shredded as to be a vital factor in overheating. The hose accumulations have collected either in the block or at the bottom of the radiator and, in combination with other agents, such as dirt, have built up a good resistance against proper flow of the water.

### Speed

Inasmuch as warm weather and better road conditions mean greater speeds on trips, the safety factor must be considered with the same care that it was given when the trucks were operating on icy streets.

Speed always brings up the problems of braking efficiency, lighting, tire condition. Braking performance is not always a question of lining wear but one of adjustment and brakedrum condition. Another important point is the free operation of all braking linkage. When properly oiled, easily-operated linkage assures ease in application and hence quicker results.

The higher speeds in cross-country runs at night demand excellence of lighting on the road. Unless batteries and allied electrical equipment are in condition, this lighting goal cannot be achieved. Good lighting is a convenience to the driver and a safety factor of no little importance, especially to approaching vehicles in either direction.

Stop and tail lights should be tested, as should marker lights when these are used. When functioning, these lights are a safeguard against rear-end collisions, especially when a truck may be standing still at the roadside for re-

# TRANSPORTATION

by F. Eugene Spooner

pairs. As winter driving is severe on electrical equipment, all items should be gone over carefully.

Tire equipment which has been worn through bearing misadjustment, or for other reasons, should be replaced or retreaded, when possible. Shiny treads on slippery pavements do not grip as well as those with deep treads. And it may be found also that the inner tires on duals should be placed on the outside, especially if the trucks have all winter been running in ruts and consequently forcing the outer tires to carry most of the load.

## I.C.C. Control of Trucking Recommended by Eastman in a Report to the President

DISTRIBUTION AND WAREHOUSING'S  
Washington Bureau,  
1157 National Press Building.

FEDERAL regulation of common and contract motor carriers under the jurisdiction of the Interstate Commerce Commission is proposed by Coordinator Joseph B. Eastman in a report filed with the President, which incorporates a proposed bill following the general lines of the Rayburn Bill.

The report presents a comprehensive study of the motor carrier problem, and is the second submitted by the Coordinator since he assumed the task of finding a cure for the nation's transportation ills. The first concerned itself wholly with railroad questions, while the one which went to the White House in March undertakes to answer these questions:

1. Is there need for Federal legislation to regulate other transportation agencies, and to promote the proper coordination of all means of transport?

2. Is there need for amendments to Federal statutes to improve details of the present system of regulating the railroads?

The conclusion is reached that both motor trucks and busses should be brought under a greater degree of regulation; that the aim should be to obtain a well-knit national transportation system with each form of transportation playing its appropriate part with a minimum of waste and duplication; and that to achieve this end Federal regulation should be coordinated in the hands of the Interstate Commerce Commission.

Pointing out that two schools of transportation thought exist—one favoring a system of regulation for all methods of transportation similar to that now

## North American Van Lines, Inc., Expands



MORE than thirty companies identified with the warehouse and moving industry have become affiliated with North American Van Lines, Inc., organized a few months ago to develop exchange of long distance van shipments on an equitable basis. Some of the members have each painted several of their vans with the group's symbol—a large red and black map of North America, shown in the accompanying illustration.

Plans are being made to expand the organization to take in storage firms in Canada.

Executive offices have been opened in Cleveland at 1220 Superior Avenue, where V. W. Miller is manager with the title of assistant secretary and treasurer. Mr. Miller recently resigned as manager of the New York office of the Cotter warehouse interests in Ohio; he is a former officer and director of North American's predecessor, United Van Ser-

vice, Inc. (not to be confused with the present United Van Lines, Inc.). North American has established branch offices 53 West Jackson Boulevard, Chicago, and 1819 Broadway, New York City.

Provision is made in the charter for both hauling and non-hauling members.

North American's officers are as follows:

President, Merle Fullerton, owner Fullerton Transfer & Storage Co., Youngstown, Ohio; vice-president, James F. Duncan, Checker Moving & Storage Co., Detroit; secretary, William Engel, Engel Bros., Elizabeth, N. J.; treasurer, E. W. Lancaster, E. W. Lancaster Co., Windsor, Ont., Canada.

The directors are the foregoing officers and J. F. Dawn, Dawn Transfer & Storage Co., St. Paul; Walter Luedke, Luedke Storage, Inc., Milwaukee; and Bradley White, Bradley Transfer & Storage Co., Inc., Birmingham.

in effect with reference to railroads, and the other favoring letting down the bars of railroad regulation Coordinator Eastman declares the experience of the past dictates clearly which should be followed. The history of free competition, he relates, is one of bankrupt and unsafe railroads, bad labor conditions, flagrant favoritism in rates with the benefits going to the big shipper and the big community, and an uncertainty and instability that demoralized business. Public regulation was imposed quite as much to cure the ills of unrestrained competition as to curb the exactions of monopoly, he reminded. Continuing his discussion, Mr. Eastman declares:

"The conclusion is reached that the entire transportation industry, including the other agencies as well as the railroads, is in need of the guiding hand of Government control if a threatening chaos is to be transformed into order;

and this is the conclusion that has been reached quite generally in other countries. The object of such control is not the protection of the railroads only, but the proper protection of every form of transportation. They all have their parts to play, for each of them can do certain things better than any other agency. The problem is to find their appropriate functions, protect them in the performance of such functions, prevent wasteful duplication of service without eliminating such competition as is economically sound, and promote a system of stable rates which will reflect the lowest costs of good service but afford the necessary foundation for credit.

"It is too much to expect that all of the present facilities of transportation can survive, for there are many which are now without economic justification; but out of the present confusion and waste a sound and well coordinated

system of transportation can be built."

Mr. Eastman expresses the view that the Interstate Commerce Commission is the proper agency to handle the task.

Trucking, he finds, is in a disorganized condition, and much of the industry economically unsound. As reasons, he cites the small scale of operations; the ease of entering the business; and the presence of three highly competitive types of operators—the common carrier, the contract carrier, and the private carrier. Further on this point, the report sets out:

"There are thousands of little operators with a very few trucks or even a single truck. Many of the truckers are poorly trained and inadequately financed, and some of them are irresponsible. Too often rates have been demoralized by operators with little knowledge of costs who, driven by sheer necessity, quote rates known to be unremunerative. The financial depression has drawn many unemployed into the business, has made many second-hand trucks available at low prices, and has demoralized labor conditions. The bus industry is better organized, but is far from prosperous."

The system of fixing railroad rates which takes into consideration the value of the commodities as well as the cost of service has reacted to the advantage of trucking, it is pointed out, for the reason that it has driven much of the more costly freight to the motor truck. The same is reported true of the high tariffs for short hauls, the most profitable field for trucks.

The railroads have discovered, the report states, that drastic regulation of the trucks is not a cure for their own troubles, and are turning their attention to improvements in their own equipment and service, and to the adjustment of their rates.

The most serious argument against Federal regulation of motor carriers is found to be the question of practicability, owing to the multitude of small operators. This question is discussed at length; the experience of States which have entered the field of regulation is analyzed; the possibility of help from the industry itself is considered; and the report concludes that while many difficulties will be encountered, they are not insurmountable, and the experiment should be tried.

#### "Resulting Benefits"

While it concedes that regulation will somewhat lessen the flexibility of truck operations and set up requirements which small or poorly financed operators will be unable to meet, it also predicts resulting benefits which will more than compensate, by promoting a more orderly conduct of business, lessening irresponsible competition and undue internal strife, encouraging the organization of stronger units, and otherwise enabling the industry to put itself on a sounder and more generally profitable basis.

In the field occupied by the common carriers, unreasonably low rates and the privilege of driving hard bargains will disappear, but the advantage of fair, known and stable rates will be the

shipper's return through regulation.

The following excerpt from the report is considered significant, as it reflects a somewhat critical attitude on the part of the Coordinator toward railroad practices and indicates an appreciation of the railroad-trucking conflict:

"While railroads should be permitted to use trucks and busses freely in connection with their rail service, there appears to be no present need for encouraging a movement toward absorption by them of truck, bus and water operations. Railroad credit conditions permit of no such movement at the present time, and a more or less independent development of the rival agencies for the present is desirable.

#### Stabilization

"Regulation of the motor carriers will improve railroad conditions by stabilizing competition and preventing much duplication and waste. However, it is stated that such regulation is not regarded as a panacea for all railroad ills.

"The railroads have spent too much time and attention on plans for the restriction of their competitors and too little on the development of their own service and the readjustment of their own rates. It is from self-help that they have most to gain. Included in railroad self-help is the proper utilization as an adjunct of rail service of all other means of transportation.

"These other agencies cannot be legislated out of existence; they perform useful public functions; they are here to stay."

The practical objections to regulation of trucks and busses by the I.C.C. are discussed in one part of the report, including the contentions that the Commission has too much work now, that it is "railroad-minded," that it would use railroad rates as a pattern for the rates of other agencies, and that its procedure is too bureaucratic and cumbersome. The conclusion reached is that these objections are not valid.

Regulation also of water route carriers is proposed, not on the ground that the railroads and the water carriers both desire it for their own protection, but because of the public interest affected, Mr. Eastman points out.

"Unregulated competition may be quite as much a public evil as unregulated monopoly," he comments, adding:

"This is a fact which it takes much time to learn, but which the country has learned well from sad experience. The Interstate Commerce Act and the National Industrial Recovery Act were both founded upon it. The present chaotic conditions in the water carrier industry produce results which plainly are contrary to the public interest."

Discussing regulation in its broadest aspects, the Coordinator declares:

"A partial and incomplete system of regulation such as we have had, will not work. The phase through which transportation has been passing in the last decade and a half was doubtless inevitable, for it is difficult to regulate new forms of transportation until they have passed the experimental stage. But the

time has arrived for effective control. There is the same need for bringing some degree of order out of chaos as there was in 1887 when Federal regulation of railroads became clearly necessary. Unless competition is brought under greater restraint, it can bring only widespread losses to shippers, to communities and sections of the country, to investors in rail, water and motor facilities, and to the public generally. Competition between the different forms of transportation will continue to have an important part to play, but it must be held within reasonable limits and kept from assuming destructive and wasteful forms. The transportation system must be knit together and coordinated. This can be done only under the guiding hand of the Federal Government. The primary objective should be to use each form of transportation to the best long-run advantage of the public. Regulation should build on the experience of the States and give them the support they need in carrying their own efforts at regulation to a more successful conclusion."

Mr. Eastman reviews at some length prior attempts at Federal control, beginning with the Buck and Bush cases of 1925 which restricted the powers of the States over interstate carriers; enumerates the several Congressional attempts; and discusses the investigations by the Interstate Commerce Commission.

For the purpose of reflecting, insofar as such a survey may, the attitude of the industry, the report sets out the following:

"Returns to the Coordinator's press release of Nov. 4, 1933, in which expressions of opinion were asked from all parties interested in Federal transportation legislation, brought 31 replies from the trucking industry. Of these, however, 21 were from local garage companies which unanimously favored regulation. Three intercity operators were opposed and three of seven motor or related associations took the same position. Of a total of some 401 well-considered replies from persons, companies, or organizations, 367 were for Federal regulation of motor carriers at this time; and 34, or about 8 per cent, were against. Some 316 would apply such regulation to contract as well as common carriers, and 72 would also extend it to the private operator. A total of 101 favored regulation comparable in kind to that to which the railroads are subject, or at least such regulation of rates and service. Some 31 would limit regulation to safety matters or to rates made for coordination purposes."

#### Railroad Propaganda

Granting that railroad propaganda has been an effective factor in passage of State regulatory laws, Mr. Eastman opines this form of regulation would not have expanded without substantial support from public opinion. Much pressure is being brought by States for a Federal law, he reports.

The trucking Code is in itself a concession by the industry that a very considerable degree of regulation under

(Concluded on page 38)



# What's New

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4—Radiator Flush Gun. The Miller flush gun makes it practical for any service station with standard air and water lines to do a thorough job of flushing the radiator and engine block. Weighing but two pounds, it is as easily handled as a Colt automatic and with a graduated nozzle it is quickly adjusted to the hose connection. Trigger control provides proper regulation. Maker, Miller Tool & Mfg. Co.

5—Direction Signal. A simple toggle switch is mounted on the driving wheel bracket

to operate the K-S direction signal for trucks. Consists of four standard direction lamps with 6-8 volt bulbs, 21 cp. complete with 60 ft. of wiring, steering post bracket with relay, fuse block, switch and telltale light. Price \$15. Maker, Kilborn-Sauer Co.

6—Pyro Action Plugs. An entirely new line of spark plugs, made in all sizes and styles for all standard engine requirements and featured by an oversize center electrode with oversize seal screw and shell, and a new insulator made of Pyranite. The latter is a fine-grain synthetic ceramic composition of close, non-porous texture. The plug is designed for use in modern high-speed, high-compression engines. Maker, United American Bosch Corp.

## Keep Posted on Trade Literature

7—Tire Hand Book. A new 40-page booklet on truck tires containing information of more or less technical nature, such as specifications and methods of determining tire mile cost per mile. Also included is a table giving the weights of various commodities, and a changeover guide for 1½-ton trucks. Given free by B. F. Goodrich Co.

8—Wheel Alignment. A real aid for trouble shooting. First, a wall chart giving manufacturers alignment specifications on all 1933 cars. Second, a heavy sheet metal wall chart measuring 16 x 6½ in., listing over 80 possible causes of alignment trouble, together with suggested remedy. Issued by Bear Mfg. Co.

9—Brake Relining Manual. A valuable aid in brake maintenance, containing 124 pages filled with facts on relining, adjusting, trouble-shooting. Sent free.

10—"Reasons for the Legal Recognition of the 6-Wheel Truck and for Uniform Motor Vehicle Legislation" is the title of a booklet that gives wide information in non-technical form and is illustrated. The author is F. M. Higgins, of the Research Dept. of The Four-Wheel-Drive Auto Co.

11—Questions and Answers on Diesel Engines. A bulletin issued by Cummins to cover the subject in a general way and including practically all types of Diesels. Sent free.

12—Economies of six-wheel operation. A folder showing how it is possible to increase haulage profits from 35 to 50 per cent through the use of six-wheel units. Also shows that by distributing load over six wheels instead of four, many of the state restrictions in regard to weight are in most cases overcome. All of the major cost factors are considerably reduced, according to the Federal Motor Truck Co. which publishes this folder.

13—Free Cost Recording System. To point the way to more efficient cost records in commercial vehicle operation, the Dodge

Brothers Corp. offers to mail a copy of an interesting and valuable book on the subject. This book is a complete record and bookkeeping system and records truck work in terms of mileage, hours of operation, trips, stops, loads, gross earnings, wages, etc. Expenditures are broken up into fuel and oil costs, repair, accident repairs, and indirect costs, the latter including overhead, taxes, etc. All questions about setting up reserves for repairs, depreciation, etc., are answered.

14—Tire maintenance information of a character that will lead to real economies in fleet costs is contained in book offered by Goodrich Rubber Co. Ask for "Truck & Bus Tire Facts."

15—Rear axle maintenance is the subject of a free book which shows how to remove and install all different types of axle shafts in the shortest possible time, how to remove broken shafts, adjust axle shaft endplay, how to adjust ring gear

and pinion, etc. Illustrates each different type of axle construction and tells how to select the axle shaft that will do the best job. Fully illustrated and timely. Published by Brandt-Warner Mfg. Co.

16—"Cutting Distribution Costs with Motor Trucks" represents a valuable collection of facts to guide warehousemen and motor freight operators in selecting the most economical types and sizes of hauling equipment. Published by General Motors Truck Co.

17—Trouble Shooting. A very convenient and complete listing of motor car operating ailments with copy and illustrations covering their solution. A novel way is used to make easy the location of information, this being accomplished through the use of different chapter headings so located at the center of the book that a glance is only necessary to produce the page on which the trouble is listed. This is published by Standard Oil of New York.

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April

Federal auspices is both practicable and necessary, and it is significant that it was upon insistence by the industry that some measure of control over rates was provided in this code, the Coordinator comments.

Quoting recent surveys, he estimates the number of contract trucks in operation in the United States, in 1932, at 162,046, and the number of common carrier trucks at 40,512, making a total of about 203,000 trucks, out of 3,240,928 on the highway, that would be subject to contract-common carrier regulation. He points out, however, that between 800,000 and 900,000 of the others are farm-owned, or are in purely local and light haulage work.

Mr. Eastman anticipates the chief difficulties in a truck and bus regulatory law will be met in securing adherence to the published rates, particularly by contract carriers; in preventing private carriers from engaging in for-hire operations without proper authorization; in securing accurate accounting and records; in the granting of certificates and permits; and in prescribing minimum rates, where that proves necessary. However, he states, the great majority of those in the industry will cooperate to bring about greater stability and order by reporting violations; while State authorities and the general public will demand adherence to the law.

Regulation of private carriers by States, without Federal intervention, is considered as a probability, but this phase of the problem is left open for further study. Registration of trucks as the first step in establishing the true character of their operations is proposed.

With reference to books, accounts and reports, the Coordinator recognizes the necessity of creating a simple, uniform system to meet the bookkeeping limitations of the small operators.

"Summing up the situation," says Mr. Eastman, "Federal regulation of the motor transport industry will not be easy, but it is not impracticable. Federal regulation of railroads when first undertaken, was a more formidable task. Difficulties will be encountered, mistakes will be made, improvements in practice and in the statute will be found necessary. There is, however, no sound reason for holding back on the ground that the job cannot be done."

He reports there is now in course of preparation a report which will cover a study of wages and working conditions in the motor transport industry. This study was undertaken largely for the purpose of determining whether, as has been alleged, motor carriers derive an advantage in their competition with other forms of transportation through requiring excessive hours of labor and paying unduly low wages; and whether, for this reason or from the point of view of public safety and employee welfare, Federal regulation is needed.

That general Federal regulation will encourage greater use of private trucks is not conceded by the transportation expert, who professes to believe that regulation will discourage much private operation which has been entered into,

because of the uncertainties and irresponsibility attaching to much existing for-hire service.

In addition to its references to motor and water transportation, the report recommends also a number of amendments to the Interstate Commerce Act, chief among them being the restoration of the fourth section to the form which it had prior to 1930, thereby permitting the Commission to authorize the charging of lower rates for a longer haul than for a shorter haul over the same route in the same direction. Two members of the I.C.C. objected to this change; otherwise the report had the Commission's unanimous approval.

—James J. Butler.

### How the Eastman Measure Differs from Rayburn's

DISTRIBUTION AND WAREHOUSING'S  
Washington Bureau,  
1157 National Press Building.

THE truck and bus regulatory bill proposed by Coordinator Joseph B. Eastman differs in several major particulars and in some of its minor provisions from the Rayburn Bill which seeks the same objective, a comparison of the two measures discloses.

Among other things, it provides for a study of the problem of regulating private carriers—a problem studiously avoided by drafters of the Rayburn Bill, who concentrated their attention on common and contract carriers.

Both measures propose comprehensive regulation of the common carrier by motor, a much less comprehensive type of regulation of the private carrier, and no regulation of the private carrier. Mr. Eastman proposes, however, that the Interstate Commerce Commission investigate and report to Congress upon the need for Federal regulation of the sizes and weights of all motor vehicles operating in interstate and foreign commerce, and of the qualifications and maximum hours of service of employees. This would cover private as well as for-hire carriers.

In the definition of "interstate commerce," the Eastman bill makes a change to describe that field as the movement of passengers or property between points within the same State, but through another State, and also to include movement of passengers or property within a State in conjunction with interstate carriers by rail, water, or motor vehicle.

The terms "interstate operation" and "foreign operation" are similarly modified.

The term "common carrier" has been clarified by including all operators who transport passengers or property, or any class or classes thereof, for the general public, whether over regular or irregular routes.

The term "contract carrier" has been more specifically defined by indicating that only such carriers as engage in transportation through the means of special or individual contracts are to be so classed.

By further interpolation, forwarding companies, motor operations are made

subject to the Act; but intra-municipal and casual or occasional transportation, except as otherwise ordered by the Commission, is exempted.

The section of the Rayburn bill which empowers the issuance of I.C.C. orders only when "not inconsistent with the police powers of the States" is omitted as being unduly restrictive of Federal action in the administration of problems over which the States have jurisdiction under the police power only when there is absence of assertion of Federal authority.

The Eastman measure extends the powers reposed by the Rayburn document in joint boards created as administrative auxiliaries of the I.C.C. In order to facilitate the administration of the Act and to utilize the knowledge of local conditions and State officials, it is now proposed to refer to joint boards substantially all matters of administration. The reference of such matters would be mandatory in all cases where not more than three States are involved, and is optional in all other instances.

A time limit of 45 days, subject to extension by the Commission, for the decision of matters referred to the joint boards, has been added. Recommendations of the joint boards are to become the orders of the Commission if, after 20 days, no exceptions are filed by the parties affected and no stay or postponement is made by the Commission. Provision is made also for the assignment by the Commission of its examiners to assist a joint board.

This important elaboration of the powers of joint boards is specifically given the status of an experiment, with machinery set up for its repeal if it proves unwieldy or creates friction.

Another section of the Eastman bill required interstate common carriers to obtain certificates of public convenience and necessity and adds to the Rayburn measure a provision that an intrastate carrier need not obtain a Federal certificate to engage in interstate commerce between points within the State in which it operates.

Common carriers in operation on Jan. 1, 1934, would be given certificates upon application without showing public convenience and necessity. The Rayburn bill requires such a showing in all cases.

There has been added to the provisions of the Rayburn bill, insofar as it relates to common carriers, a provision which authorizes the Commission to require service to intermediate and off-route points. This addition is intended to enable the Commission to require a more nearly complete discharge of the responsibilities of a common carrier. The Commission is authorized to permit deviations from the routes or termini specified.

The prohibition of the Rayburn measure against one carrier holding both common and contract carriers authorizations is eliminated in the Eastman bill, which provides that, in exceptional cases, for good cause shown, the Commission may issue both to the same person.

The bills are identical with reference to the issuance of brokerage permits to

insure responsibility of transportation agents or brokers and to lessen the present evils of brokerage in transportation.

Approval by the I.C.C. for consolidation, merger or acquisition of control of common motor carriers, carried in the Rayburn bill, is made more specific, although less restrictive, in the Eastman measure, as to the kinds of deals which may be approved. Authorization by the Commission exempts the parties to such transactions from the operation of the "anti-trust laws."

By a new provision, common carriers and those intending to enter that business, are made subject to the present Interstate Commerce Act with respect to the issuance of securities where the par value of the outstanding securities and of those to be issued aggregates more than \$500,000. There is no similar provision in the Rayburn proposal.

Both bills require common and contract carriers to provide insurance or other security for the public, but contract carriers are exempted by the Eastman bill from carrying cargo and passenger insurance. Surety bonds for common carriers also is inserted as a requirement.

Section 315 of the Eastman measure provides substantially the same regulation of rates, fares and charges of common carriers by motor vehicle as is applicable to rail carriers, and provides they must be just, reasonable and non-discriminatory. The power of investigation and suspension, and of fixing maximum and minimum rates, fares and charges, after investigation or upon complaint or its own initiative, is vested in the I.C.C.

Provision is made also for through routes and joint rates, established voluntarily or by order of the Commission, between common carriers by motor vehicle and between such carriers and common carriers by rail and/or water.

The provision, contained in the Rayburn bill, which would deprive the Commission of authority over intrastate rates to prevent unjust discrimination against interstate commerce, is eliminated.

Requirements as to filing, posting and observance of tariffs now applicable to rail carriers, are made applicable to truckers, and could not be changed excepting on 30 days' notice.

Contract carriers may be subjected to minimum charge orders if the Commission, after investigation, finds that the charges posted by the carriers are unjustly discriminatory or otherwise contravene the public interest. This provision differs from the Rayburn bill in that the Commission is not limited to considering the effect of such charges upon common carriers or their regulation.

As an aid to enforcement, the Eastman bill provides the Commission with authority to require the display of identification plates by all common and contract carriers. This provision is new.

—James J. Butler

When you ship goods to a fellow warehouseman, use the Monthly Directory of Warehousemen.

### Rodgers Differs with Views of Eastman on Trucking Regulation

DISTRIBUTION AND WAREHOUSING'S  
Washington Bureau,  
1157 National Press Building

POINTING out that Coordinator Eastman's proposal for regulation of trucking by the Interstate Commerce Commission would promote monopoly, retard recovery, further place the truckers at the mercy of railroads and "freeze out" small enterprises, Ted V. Rodgers, president of the American Trucking Associations, Inc., has called upon the industry to present a solid front of opposition.

In Mr. Rodgers' analysis of a suggested bill sent by Mr. Eastman to the White House with his report he declares:

"The recommendations of the Federal Coordinator of Transportation are in conflict with the spirit and purposes of the National Recovery Act in that the one would suppress small enterprises and tend to promote a transportation monopoly while the other distinctly forbids the oppression of small businesses or the development of monopolies. Under the NRA code, the trucking industry would be permitted to engage in self-regulation, along with hundreds of other industries, while under the proposals of the Coordinator the industry would be made the subject of bureaucratic control patterned to the non-comparable and inflexible practices of railroads."

Among other weaknesses in the Eastman proposal, according to Mr. Rodgers, is the fact that it applies only to interstate traffic for hire, whereas the trucking code requires registration reports and some degree of compliance by all operators. This severance, he apprehends, would prevent collection of accurate data on the industry as a whole and make unity impossible.

The A.T.A. head, who also is chairman of the temporary national Code Authority for the industry, professes to see a threat of enforced monopolistic combines in the one passage from the report, and he makes the following observation:—

"The Coordinator comments that there are no large truck operations, as measured by the scale of railroad operations, the clear suggestion being that there be monopolistic consolidations. On the other hand, the Code would retain small enterprise with equal opportunity under fair competitive practices."

Rates required to be filed under the Code are calculated to reflect the minimum cost of service, but need not be higher, whereas there is no limitation on the Eastman report and the I.C.C. could, if the bill passes, requiring higher minimums.

Stress is laid on the admission by the Coordinator that his proposal for regulation would lessen the flexibility of the motor truck in the service of agriculture and industry, but Mr. Rodgers goes a step further in his prediction, saying:

"The bill would effectively destroy the contract carrier as we know him today. The utmost flexibility characterizes the operations of all contract carriers. They

enter into contracts to go anywhere at any time and at such rates as may be agreed upon between the contracting parties. The Eastman bill would put what he styles the contract carrier in a strait-jacket, requiring him to operate only after he had satisfied the Commission that the service he offered was not available from other sources."

Increased transportation costs in agricultural shipping would follow in the wake of such a program, the trucking official warns. Almost without exception, he reminds, reduced railroad rates now in effect have an expiration of stop date. These rates were put in effect to meet truck competition; they are temporary and will divert to much higher levels as soon as the Commission has had time to raise the level of truck rates; and the disparity between the amount received by the farmer for his products and the amount he pays for the necessities of life will be increased, it is predicted.

The real threat to the trucking industry is discussed in the Rodgers analysis as follows:

"On page 69 of the report the following occurs: 'In the regulation of the railroads, the water and motor carriers have a right to be heard, often are heard, and not infrequently influence the action of the Commission. Railroads, when similarly interested, are equally entitled to a hearing in the regulation of water and motor carriers, and so of course are the shippers and the general public.'

"In connection with any matters before the Commission, high-powered railroad attorneys are thus given the right to appear and oppose anything any truck operator may seek. The small operator simply cannot stand the expense of employing attorneys and fighting cases before a Federal Commission, and the proposed bill can result only in sealing his doom."

Inasmuch as State commissions have been unable thus far to bring about a substantial degree of control of intrastate traffic, Mr. Rodgers raises the question whether it is logical to substitute, for the internal regulation contemplated in the code, control by the I.C.C. under a plan which would delegate much of the powers and duties back to States.

Passing over the question of enforceability as "impossible", the claim is made that the I.C.C. is not in a position to take up regulation of trucking without thorough study such as was made in the score of years' inquiry which preceded that Commission's supervision of rail carriers. On the other hand, Mr. Rodgers declares, the Code method of control is ready for operation and will have not temporary, but permanent, stabilizing effect upon the industry and "will correct the few abuses the coordinator has been able to find in the trucking industry which adversely affect the public interest."

I.C.C. control will not carry out Mr. Eastman's desire that the best medium of transportation for each particular service be found, it is claimed, for the reason that he would place the selection of the medium to be used in the hands of a body admittedly railroad-minded



and constituted to protect the railroads against all other forms of transportation. Cited also is his admission that the demand for this type of regulation comes chiefly from the railroads. Concluding, Mr. Rodgers asserts:

"Frankly, the Coordinator's proposal would operate to protect the more slothful form of rail operations at the expense of the progressiveness of trucking operations. He comments upon the establishment of rail rates on the basis of 'what the traffic will bear', but does not suggest that the high level of rail rates was responsible largely for the encouragement and expansion of truck transportation. He fails to say that the advent of the truck did more toward bringing the rate level of railroads within the reach of the public than was accomplished under regulation by the Interstate Commerce Commission.

"The report refers to a previous organization of truck operators which, at its peak membership, numbered 70 individuals, as being in favor of Federal regulation, but it fails to give due consideration to the tens of thousands of operators holding membership in associations affiliated with the American Trucking Associations who have indicated their wholehearted desire to comply with the trucking Code and who have consistently opposed regulation of the industry by the I.C.C.

"Eight years of proposals for Federal regulation—bills similar to the present one have been before Congress since 1926—aroused but 70 individuals to national organization. Within one month of the promise of self-regulation under the National Industrial Recovery Act, the industry organized itself from coast to coast in patriotic support of the program of the President."

—James J. Butler.

### Indiana Law Is Upheld

THE constitutionality of Indiana's 1933 law levying a tax on trucks used for hire on public highways was upheld by Judge Weir of the Superior Court in Indianapolis on March 6. He ruled that the State had the right to assess this tax inasmuch as the revenue thus obtained goes to highway up-keep.

The law had been attacked in a suit brought against the State by a truck operator.

### Two Senate Bills Aimed at Truck Hi-Jacking

DISTRIBUTION AND WAREHOUSING'S  
Washington Bureau,  
1157 National Press Building

TRUCK operators who have been troubled by lawless attempts to interfere with their operations, including hi-jacking of loads, are being urged by American Trucking Associations, Inc., to work for a crystallization of support for two Senate bills, now pending, which would inflict severe punishment upon perpetrators of such offenses.

One of the measures, S. 2247, would penalize the commission of any act tending to prevent or obstruct commerce; the other, S. 2248, goes further and provides for severe penalties for interference with commerce by means of violence, threats, coercion or intimidation.

The bills are said to have Administration backing.

Interference with the movement of articles in interstate commerce would subject the offender to a fine of \$10,000 or imprisonment for ten years, or both. Violence and hi-jacking is made a felony punishable by a sentence of from one to 99 years, together with a fine commensurate with the amount of unlawful gain.

—James J. Butler.

### I.C.C. Decision Is Expected Soon in Truckers' Complaint Against R.R. Express Agency

DISTRIBUTION AND WAREHOUSING'S  
Washington Bureau,  
1157 National Press Building.

THE question of the Interstate Commerce Commission's jurisdiction over the Railway Express Motor Transport, subsidiary of the Railway Express Agency, Inc., in the matter of tariffs covering certain trucking service, is before the Commission and a decision is imminent.

By proposed report issued some time ago, Commission Examiners R. G. Taylor and Leslie H. McDaniel recommended that the complaint of the American Highway Freight Association, Inc., against the Railway Express Agency, Inc., be dismissed for lack of jurisdiction. The case was orally argued and submitted to the Commission for decision.

The complaint alleged that failure by the defendant to file tariffs covering the interstate transportation of express traffic by its subsidiary, the Railway Express Motor Transport, between South Bend, Chicago and Milwaukee and intermediate points, was and is unjustly discriminatory and unlawful in violation of sections 2 and 6 of the Interstate Commerce Act. An order of the Commission to force the defendant company to cease and desist from the unfair practices charged, was sought.

The Motor subsidiary, incorporated under the laws of Indiana, renders a motor truck service between the points mentioned. The parent company files tariffs with the Commission covering express service between the points by railroad, but tariffs are not filed to cover the motor services of the subsidiary.

Although tariffs are issued to cover the motor service, the Express Agency contends that such tariffs are not required by the law as it is now constituted, since transportation solely performed by motor truck in line-haul movement is not subject to the Commission's jurisdiction.

The complaint company argues that the organization and operation of the Motor Transport constitute a "device" through which the Express Agency

violates the act, as charged in the complaint.

The complainant company was incorporated under the laws of the District of Columbia as a non-profit national association of local and State trucking operators, with the primary purpose to stabilize the trucking industry with a view to securing regulatory measures, both Federal and State, controlling the operations of motor truck concerns engaged in traffic over the public highways.

Another motive is to protect the association's members against competing practices deemed contrary to law.

The practices of the Express Agency's subsidiary consists of picking up a shipment at consignor's place of business by the Agency's motor vehicle and taking to the terminal of the Express Agency where it is unloaded from that vehicle and loaded aboard one of the Motor Transport highway vehicles. It is then transported over the public highways to destination, where it again goes through the Express Agency's terminal, into an Express Agency vehicle, and thence to consignee's place of business. The handling of the shipment by the Express Agency vehicles is under contract to the Motor Transport.

—Michael M. McNamee, Jr.

### Pennsylvania's Store-Door System Shows Rapid Growth

Figures were made public by the Pennsylvania Railroad early in March to indicate the extent to which the carrier's system of store-door collection and delivery was utilized by the public during the first three months, December, January and February.

During February, according to Walter S. Franklin, vice-president in charge of traffic, these collection and delivery shipments totalled, as indicated by less-than-carload waybills, 90,123. This compares with 76,484 in January, and 44,380 in December. February, with only twenty-eight days including two holidays, more than doubled the record of December and was 18 per cent ahead of January.

In December these shipments accounted for 13 per cent of the total less-than-carload waybills; in January, 21 per cent; and in February, upwards of 25 per cent.

Mr. Franklin said these figures showed that more than a fourth of all the less-than-carload shipments now being handled by the Pennsylvania are now specifying collection and delivery.

### Correction

In the listing, on page 262 of the Directory (January) issue of *Distribution and Warehousing*, of the Lehigh Harlem River Terminal Warehouse, Inc., the word "Terminal" does not appear. Thus the firm's name is erroneously set down as "Lehigh Harlem River Warehouse, Inc." Owners of the Directory will kindly make note in their copies.

# WITH THE ASSOCIATIONS

HERE is presented in tabloid form the Association news that is of *general interest* to the industry as a whole. No effort is made to publish complete reports of all Association meetings; the dissemination of such information is logically the work of the officers and the committee chairmen. What is presented here is in effect a cross-section review of the major activities so that Association members may be kept advised as to what "the other fellow" elsewhere in the country is thinking and doing. When annual or semi-annual meetings are held, more extended reports will occasionally be published.

## Rushton Creates Committee to Contact PWA Officials on Loans for Construction

WILLIAM J. RUSHTON, Birmingham, president of the Association of Refrigerated Warehouses (a division of the American Warehousemen's Association), has appointed a member in each State to contact Public Works Administration advisory boards and State engineers in a threefold capacity:

1. To inform boards and engineers of the great overexpansion in refrigerated warehousing space in recent years.

2. To discourage the granting of Government loans for warehouse construction.

3. To seek to have State PWA officials furnish advance information regarding applications for Government funds to finance such construction.

Meanwhile the association's executive secretary, William M. O'Keefe, Chicago, requested the PWA that he be advised of all such applications.

## Hartey Succeeds Fager as Secretary of Pennsylvania Furniture W.A.

JOHN J. HARTEY, Philadelphia representative of the Judson Freight Forwarding Co., has been appointed secretary of the Pennsylvania Furniture Warehousemen's Association to fill the vacancy caused by the resignation of J. Wallace Fager of the Miller North Broad Storage Company, Philadelphia. The change became effective March 15.

At the Pennsylvania F.W.A.'s annual meeting in February Mr. Fager had been reelected secretary. He is president of the Philadelphia Chapter of the Certificated Furniture Movers Association of Pennsylvania and secretary of the Philadelphia Chapter of the Pennsylvania Motor Truck Association.

Mr. Hartey is secretary of the Philadelphia Chapter of the State certificated movers' group and has long been active in the affairs of the Pennsylvania F.W.A.

—K. H. Lansing.

## U. V. L. Convention in Cincinnati July 23-25

THE 1934 convention of the United Van Lines, Inc., will be held at the Netherlands Plaza Hotel in Cincinnati on July 23-25.

Plans for the meeting were made at a gathering of U.V.L. operators in the Ohio city on March 18.

The Harris Truck & Storage Co., Bay City, Mich., has taken U.V.L. membership.

## Midwest Meeting to Be Held in Topeka

THE annual meeting of the Midwest Warehouse and Transfermen's Association has been tentatively set for April 20 and 21 in Topeka, Kansas.

In the event that these dates conflict with ones to be set for the holding of the convention of the National Furniture Warehousemen's Association, in Chicago, Midwest will select new dates.

—Kenneth Force.

## Stanley Again Heads Los Angeles Local

EDGAR S. STANLEY, owner of the Star Truck & Warehouse Co., was reelected president of the Los Angeles Warehousemen's Association at the annual meeting, held in February.

I. W. Hamilton, manager of the Pacific Commercial Warehouse, Inc., was chosen vice-president; and Nathan Nibley, secretary of the Jennings-Nibley Warehouse Co., Ltd., was named treasurer.

## Local Organized in Lincoln, Neb.

COMMERCIAL storage interests in Lincoln, Neb., have organized the Lincoln Merchandise Warehousemen's Association.

The secretary is J. H. Loper, president of the Star Van & Storage Co.

A novelty in warehouse association activities is that the group has not elected a president. Instead, a chairman is chosen to preside when a meeting is held.

Charter members beside Star are the Sullivan Transfer & Storage Co. and the Union Terminal Warehouse Co.

## Lanigan Heads Memphis Household Goods Local

AT a recent meeting of the Memphis Household Goods Handlers' Association, E. J. Lanigan, of the O. K. Storage & Transfer Co., was elected president; and M. Moscovitz, of the A-B-C Economy Storage & Moving Co., was chosen secretary.

## Marlatt Heads Joplin Local

THE Joplin Warehousemen's Association has been organized in Joplin, Mo., with the following officers:

President, L. E. Marlatt, manager Marlatt Storage & Transfer.

Vice-President, Frank B. Shunk, secretary Joplin Transfer & Storage Co.

Secretary, H. A. DeVillers, Tonnie's Transfer & Storage Co.

—Kenneth Force.

## A Detroit Local Is Reorganized

THE Detroit Movers' Association has been reorganized, with the following officers:

President, H. L. Leonard, of the H. L. Leonard Moving Co.; vice-president, Ray Bonswor, operating in his own name; and secretary-treasurer, C. W. Gleiser, of the Mack Avenue Cartage & Storage Co.

—H. F. Reeves.

## Hourly Rate Becomes General in Detroit

A MAJORITY of Detroit's household goods movers have shifted to the hourly rate, through an agreement reached on March 1. Larger houses had already been charging on that basis. Cooperating in the general movement are the Detroit Furniture Warehousemen's Association, Central Movers' Association, Northwestern Movers' Association and Detroit Central Movers' Association, together with about forty independents.

—H. F. Reeves.

## Ohio Haulers Reelect Glenn Ward President; Truck Code Discussed

WITH an attendance of nearly four hundred members and guests and with virtually all parts of the State represented the annual convention of the Ohio Association of Commercial Haulers, which includes warehouse executives in its ranks, was held on March 6 at the Deshler-Wallick Hotel in Columbus.

Discussion centered on code enforcement and problems. Ted V. Rodgers, president of the American Trucking Associations, Inc., and chairman of the temporary national Code Authority, told

the group it was now up to the industry to set up enforcement agencies and to regulate its business in accordance with the code. Only by trial could any bad or imperfect provisions be ascertained, he said, and these could be changed by NRA if and when amendments should be shown to be necessary. He believed great benefits would accrue to truckers if they worked honestly and fairly under the pact.

The officers were reelected—president, Glenn R. Ward, Ward Transportation Co., Columbus; vice-president, Merle Fullerton, owner Fullerton Transfer & Storage Co., Youngstown; treasurer, E. DeMaria, Columbus; and secretary, C. T. Livezey.

A motion was adopted urging reemployment, as secretary-manager, of Frank E. Kirby, who resigned about six months ago to join the Liberty Highway Co., Toledo. It appeared to be the expectation that Mr. Kirby would return to the association office which he formerly filled for nine years.

The board of trustees chosen include the president, vice-president, treasurer and the following: J. W. Peoples, manager Merchants Transfer Co., Marion; Henry J. Carew, owner Mansfield Transfer & Storage Co., Mansfield; Arthur Hauselman, president Hauselman Transportation Co., Middletown; Ed H. Lee, secretary H. C. Lee & Sons Co., Toledo; Paul J. Herbert, president Wm. Herbert & Son Co., Youngstown; Harry J. Seebon, operating executive Seebon Transfer & Storage, Fostoria; D. Stelzer, partner Stelzer Truck & Storage Co., Lima; Ray Wagner, secretary Wagner Warehouse Corporation, Springfield; A. H. Jahnke and Charles J. McDevitt, Cincinnati; W. E. Easton, Cleveland; H. G. Nolan, Columbiana; J. R. Riley and Charles T. Livezey, Columbus; J. P. Altherr, Dayton; John F. Ernhausen, Norwalk; O. L. Prior, Orwell; Ora Stafford, Springfield; Ernest Kern and Frank C. Schmidt, Toledo; Judd Boak, Troy; R. B. Evans, Van Wert; H. J. Hall, Wadsworth; H. D. Franks, Wooster; Gesse E. Gilbert, Xenia; and Elmer G. Warne and D. N. Smock, Zanesville.

—J. W. Lehman.

### "Malium" Is Announced as a New Fumigant

A NEW chemical substance, known as malium, for killing insects and their eggs, but which in ordinary concentrations is claimed to be entirely harmless to human beings, has been perfected by the Michigan Alkali Co., New York City, a chemical firm which manufactures dry ice. The substance is for use as a fumigant in warehouses, grain elevators, candy factories, homes, ships, hotels, restaurants, etc.

"Being non-toxic for human beings, malium can be used safely for insect fumigation under any conditions," according to the announcement. "It is used without heating or the addition of other chemicals.

"Malium is a colorless, volatile liquid

with scarcely any odor. It is made up of a combination of carbon dioxide with newly-developed synthetic chemicals and is the result of four years of research by the experts of the Michigan Alkali Co. Besides being odorless, tasteless and colorless to human beings, it leaves no residual odor or taste in foodstuffs."

### Mayflower's Metropolitan Members Hold Meeting

THE Mayflower Warehousemen's Association members operating in the New York metropolitan area held a quarterly meeting on March 16 in the rooms of the Traffic Club at the Park Central Hotel in New York. Fred J. Hahn presided; and the speakers included R. T. Blauvelt, East Orange, N. J., Mayflower's president, and Don Kenworthy, manager of the New York office of the Aero Mayflower Transit Co.

NRA code developments were discussed. It was voted to invite the eastern regional members of Mayflower to attend future quarterly gatherings.

About twenty executives attended from New York, Bronx, Brooklyn, Long Island, and the Connecticut cities of Norwalk, Bridgeport, Waterbury and New Haven.

### "Trade Associations" —a New Book

"Trade Associations" by W. J. Donald has been published by the McGraw-Hill Book Company, New York. Price \$4.

It is written for the business man who

wishes to know how a trade association may and should be organized. It covers management policies, selection of personnel, potential activities, and results of association operation. For the association executive who desires guidance in proper methods of management, organization and procedures, and from the managerial point of view in the light of current economic activity, it is particularly valuable.

### Hourly Rates Benefit Pittsburgh Operators

WITH the approval of the Pennsylvania Public Service Commission standard hourly rates for moving became effective in Pittsburgh on March 1. At the March meeting of the Pittsburgh Chapter of the Pennsylvania Furniture Warehousemen's Association it was stated that the plan is operating successfully.

The regulations place a handicap on "outsiders" and at the same time restrain furniture movers from hauling ice, coal, etc.

—Maurice P. Sullivan.

### New Haven Blaze

Fire originating apparently in an overheated stove caused loss estimated at \$10,000 in a garage and warehouse building of the Adley Express Co., a merchandise warehouse firm, at 227 Water-view Avenue, New Haven, Conn., in March. Freight destroyed was largely canned goods.

## Two of the Mayflower Warehousemen's Association's New Officers Elected at Indianapolis in February

W. L. Stodghill

William J. Norton



Chosen central divisional vice-president, Mr. Stodghill is treasurer of the Fireproof Storage Co., Inc., Louisville. Mr. Norton, vice-president for the Pacific Coast section, is president of the Norton Van & Storage Co., Los Angeles



**New Incorporations  
as Announced Within  
the Storage Industry**

**Arkansas**

**FORT SMITH**—Fort Smith Terminal Warehouse Company. Capital 1,000 shares of no par value stock. Incorporators include R. H. Lucas.

**California**

**San Francisco**—J. B. O'Callaghan Warehouse Co. has been established at 625 Folsom Street by J. B. O'Callaghan.

**Connecticut**

**New London**—New London Machinery Warehouse, Inc. Heavy warehousing and trucking. Capital \$5,000. Incorporators, F. S. English, 45 Squire Street, and H. S. Bennett and Howard L. Hetherington.

**Illinois**

**Chicago**—Erie City Furniture and Storage Company, 919 North Clark Street. Capital 50 shares of no par value stock. Incorporators, Isadore Abrams, David Raimson and Maurice Meyers.

**Chicago**—Premier Storage & Repossessed Furniture Co., 648 East 47th Street. Warehousing and van service. Capital 15 shares of no par value stock. Principal incorporator, Louis Kelmanson.

**Evanston**—Service Warehouse Corporation, 713 Chicago Avenue. Organized by C. A. Randolph and Milton Gerwin.

**Indiana**

**Indianapolis**—Indiana Warehousemen's Association, Inc. To promote interests of merchandise warehousemen. No capital stock. Incorporators, J. D. Beeler, vice-president of the Mead Johnson Terminal Corporation, Evansville; E. E. Harris, manager of the Henry Coburn Storage & Warehouse Co., Indianapolis; Marie M. Bowen, secretary of the Tripp Warehouse Company, Indianapolis; and E. C. Faure.

**New Jersey**

**Glassboro**—Glassboro Cold Storage Corporation. Capital \$10,000. Incorporators, Charles D. Watson, Delsea Drive and Grover Street, and Ralph P. Manny and Edward H. Tatman.

**Jersey City**—Hudson River Terminals, Inc. Warehousing and transfer. Capital 100 shares of no par value stock. Incorporators William T. Cahill, 75 Montgomery Street, and Robert Schenker.

**Jersey City**—Lincoln Tidewater Terminals. Capital 1,000 shares of no par value stock. Agent, Henry A. Oetjen.

**Newark**—Century Packing & Shipping Corporation of New Jersey. Storage warehousing and transfer. Capital 100 shares of no par value stock. Incorporators, Harold Hochman, 60 Park Place, and Michael Mango.

**Ocean City**—Ocean City Storage Corporation. Warehousing and van service. Capital \$125,000. Incorporators, John J.

Hoppin, Title & Trust Building, and William H. Deisroth.

**New York**

**Ithaca**—Carbondale Co-Operative G.L. F. Service, Inc. Warehousing, trucking, etc. Capital \$25,000. Principal incorporator, E. Victor Underwood, 203 Ithaca Road. Representative, Sherman Peer, Seneca Building.

**New York City**—Cosmopolitan Storage Co., Inc. Warehousing and trucking. Capital \$10,000. Incorporators, Constantino Giorgi, 834 Gerard Avenue, Bronx, and Adolfo Giorgi, 600 Walton Avenue, Bronx. Company will be affiliated with the S. Santi Storage Corporation, 10-12 East 133d Street.

**New York City**—Edwards Furniture Storage Warehouse, Inc. Warehousing and van service. Principal incorporator, Edward Weinbaum, 2261 East 24th Street, Brooklyn. Representative, Sol W. Aronson, 206 Broadway, Manhattan.

**New York City**—People's Storage Warehouses, Inc. Warehousing and van service. Capital \$20,000. Incorporators, Myron Kravis, 344 East 32nd Street, and Samuel Lebson, 41 Maiden Lane.

**New York City**—Security Warehouse Co. Warehousing and van service. Capital 200 shares of no par value stock. Incorporators, Louis Cohen, 653 Cleveland Street, Brooklyn, and Roger Di Pasca, 1700 Taylor Avenue, Bronx. Representative, Charles A. Loreto, 405 Lexington Avenue, Manhattan.

**Ohio**

**Dayton**—Victor Storage Co. Capital 50 shares of stock at \$10 each. Incorporators include Charles A. Funkhouser, Byron Murr and Julius Herchiz.

**Oklahoma**

**Oklahoma City**—Southwest Motor Lines, Inc. Capital \$10,000. Incorporators, W. W. Warren and E. C. Lette.

**Picher**—Greenland Ice Co., Inc. Cold storage warehouse and ice plant. Capital not stated. Incorporators, C. J. Daugherty and E. S. Moman.

**Wisconsin**

**Madison**—M. & M. Forwarding Co. Warehousing and motor freight. Capital 100 shares of no par value stock. Incorporators, C. E. Merken, Glenn Stephens and E. B. Spencer.

**New Westland Account**

The Colgate-Palmolive-Peet Company has established Los Angeles executive offices with Westland Warehouses, Inc., and is storing its products in Westland's terminal, using the latter as central distributing point in the territory.

Anthony J. Verschoore, president of Verschoore's Storage Warehouse, Inc., Chicago, and Miss Mabel Naumes, of the Rogers Park branch of the Davis Fireproof Storage Warehouses, Chicago, were married on Feb. 10 in Weuekagan, Ill.

**Construction  
Developments  
Purchases, Etc.**

**Arkansas**

**HORATIO**—W. O. Bannon, Shreveport, La., heads a project to build and operate in Horatio a \$30,000 cold storage warehouse and ice plant.

**Jonesboro**—Hill Ice & Fuel Co. has approved plans for a \$30,000 1-story cold storage warehouse and ice plant, 60 by 100 feet.

**California**

**Fresno**—C. L. Tower and David Arnbrister, 2127 Hedges Avenue, head interests planning to build and operate a \$22,000 cold storage warehouse and ice plant.

**Montebello**—Montebello Transfer & Storage Co. has been sold by George Richards to John Reed.

**Santa Clara**—Security Warehouse & Cold Storage Co. will erect an \$8,000 building, on Campbell Avenue, to be used by the California Fruit Exchange for cold storage.

**Connecticut**

**Hartford**—Hartford Despatch & Warehouse Co. has leased 12,000 square feet of space in the former plant of the United States Rubber Co., on Capitol Avenue, for storage facilities.

**Florida**

**Fort Pierce**—Fort Pierce Development Co. has approved plans for a \$375,000 2-story refrigerated terminal and warehouse, 105 by 363 feet.

**Louisiana**

**New Orleans**—Charles D. Matthews, architect, Balter Building, has plans for a 2-story bonded warehouse, 60 by 150 feet, on Jefferson Davis Parkway, for company whose name is temporarily withheld.

**Mississippi**

**Brookhaven**—Southern United Ice Co. has approved plans for a \$22,000 1-story cold storage warehouse and ice plant, 40 by 75 feet, at Court Street and Railroad Avenue.

**Missouri**

**Kansas City**—Bell Transfer Co. has deferred construction of its proposed 1-story and 2-story warehouse and trucking station on Locust Street.

**St. Louis**—Broadway Terminal Warehouse Corp. plans to remodel its 1-story warehouse at 200 Bremen Avenue which was recently damaged by fire.

**St. Louis**—Tyler Warehouse Company has changed its name to Tyler Warehouse and Cold Storage Company.

**New Jersey**

**Jersey City**—Hudson County Warehouses, Inc., recently organized by Dennis P. Kennedy and John A. Sherman with capital of \$100,000, plans to op-

(Concluded on page 44)

### Construction Developments Purchases, Etc.

(Concluded from page 43)

erate a warehouse at Monmouth and Twelfth Streets.

**Kearny**—Viaduct Terminal Corporation, 15 Exchange Place, Jersey City, has taken title to property of the Lincoln Terminal Corporation on tract of 46 acres, following foreclosure proceedings, for a reported consideration of \$300,000. Property will be developed for storage and terminal service.

#### New York

**New York City**—A. G. Danitz, Inc., 303 East 44th Street, has filed notice of change in company name to Danitz Moving & Storage Co.

**Rochester**—Rochester Ice & Cold Storage Utilities, Inc., 770 Emerson Street, has filed notice of change in capital from \$1,157,844 to \$810,000.

#### North Dakota

**Fargo**—Northern Pacific Railway Co. plans erecting a \$40,000 2-story and basement warehouse, 65 by 140 feet.

#### Oregon

**Klamath Falls**—Great Northern Railway Co. has plans for a \$36,000 warehouse, 60 by 160 feet, on Riverside Avenue.

#### Pennsylvania

**Philadelphia**—Melville Storage Co. plans rebuilding portion of warehouse recently wrecked by fire.

#### Rhode Island

**Providence**—Providence Provision Market, Inc., plans a multi-story cold storage warehouse in connection with new meat packers' terminal at Kinsley Park. Financing of \$1,500,000 program is being arranged through Federal aid.

#### Tennessee

**Nashville**—Nashville Ice Co., operating a cold storage warehouse and ice plant, has acquired the Home Ice & Coal Co. and will consolidate operations.

#### Texas

**Brownsville**—Brownsville Navigation District has obtained through Federal aid a fund of \$2,471,000 to finance ship channel improvements to include storage warehouse and terminal buildings.

**Fort Worth**—Sproles Transfer & Storage Co., Inc., has removed to new quarters, at Fifth and Terry Streets, from 1114 West Daggett Street, where the firm had been located for four years.

**Freeport**—Brazos River Harbor Navigation District has obtained through Federal aid a fund of \$550,000 to finance a wharf and harbor development project which will include construction of two multi-story warehouse units, a 1-story transit shed and other structures for storage and distribution.

**Lampasas**—Lampasas Produce & Ice Co. plans construction of a \$30,000 1-story cold storage warehouse and ice plant, 33 by 70 feet.

**Laredo**—City Council is planning a \$200,000 multi-story warehouse and port terminal on waterfront. Financing is being arranged through Federal aid.

#### Wisconsin

**La Crosse**—Gateway City Transfer Co. has established a motor freight line with a terminal in Minneapolis to serve the Twin Cities. Gateway City has terminals also in Chicago, Winona, Red Wing, Wabasha and La Crosse.

**Wisconsin Rapids**—Dairystate Cold Storage Co. plans a 1-story addition to its warehouse.

### Robie Retires from Politics to Pursue His Warehousing

Frank H. Robie, a Maine State Senator, who is treasurer and manager of the New England Cold Storage Co., Inc., Portland, announced in March that he would not be a candidate for renomination in the June primaries. Business reasons, he said, made it imperative that he devote his time to his warehouse interests.

A Republican, Mr. Robie was elected last year after having served three terms in the lower branch of the Legislature. He was a member of the Senate appropriations committee and was sponsor of the lottery and pari-mutuel bills in the last Legislature. He is a member of the Association of Refrigerated Warehouses (a division of the American Warehousemen's Association).

### "Wally Goes American" Wins the First Title Contest

THE winners for the first advertisement, published on page 1 of the February *Distribution and Warehousing*, in The American Pulley Company's "title contest" series have been announced by the judges as follows:

First, S. Powers Smith, care of Coggin and Owens, Baltimore.

Runner-up, Mrs. M. Blackard, care of Fones Brothers Hardware Co., Little Rock, Ark.

Runner-up, E. J. Patton, care of Stephens-Adamson Manufacturing Co., Aurora, Ill.

The advertisement was illustrated with an Eskimo ("Old Johnny Igloo") promenading his pet walrus on an American-made hand truck; and the contestants submitted titles they considered should be appropriate.

The first-prize title sent by Mr. Smith is "Wally Goes American."

The respective suggestions of the two runners-up, Mrs. Blackard and Mr. Patton, are "Free Wheeling Comes to the Arctic" and "Free Wheeling with Plenty of Knee Action."

The second contest appeared in the March *Distribution and Warehousing*, and the winners' names will be published in an early issue.

The third of the series will be found on page 1 this month.

### Groves Firm Expands

Groves Storage Warehouse Co., Inc., Kansas City, Mo., has leased a three-story fireproof building at 63d Street and Troost Avenue. The firm is altering it to provide private rooms, garment storage and fumigation quarters.

### Lobby Handling Display Clinches Storage Jobs



IN the lobby of the Santa Ana (Cal.) Transfer & Storage Co.'s warehouse has been set up a "sample"—illustrated herewith—of the firm's method of handling household goods in open storage. It comprises two white-painted wooden racks on the horizontal arms of which rest a dozen chairs and davenport well wrapped and tied to exclude dust.

The "sample" is located where all persons entering the building see it; also,

it can be viewed through the plate glass windows.

If the prospective customer hesitates to pay the price for compartment storage the management may call attention to the methods used in open storage as indicated by the display.

This "sample" has clinched many storage jobs, according to Floyd A. Haskell, the company's manager.

# WHERE TO BUY

The purpose of this department each month is to keep you informed of all products, supplies, etc., that you normally use in your business plus new products that are from time to time placed on the market.

We ask that you refer to the "Where-to-Buy" department and keep posted on the new, as well as the old firms whose aim it is to help

you save and earn more in the operation of your business.

Should you not find listed or advertised in this "Where-to-Buy" department the product you wish to purchase, please write us and we will be glad to send you the makers name and address.

Our desire is to serve you in every way we can.

**Distribution and Warehousing**  
249 West 39th St., New York, N. Y.

## ALARMS (Fire)

American District Telegraph Co.; 155 Sixth Ave., New York, N. Y.

## BODIES (Van)

American Car & Foundry Co.; 30 Church St., New York, N. Y.  
Bender Body Co.; W. 62nd & Denison Ave., Cleveland, Ohio.  
Burch Body Co.; Rockford, Mich.  
Cook Wagon Works, Inc.; A. E.; 77 E. North St., Buffalo, N. Y.  
Donigan & Nielson; 743-747 Third Ave., Brooklyn, N. Y.  
Ellipse Box & Lumber Co.; 18-20 Wooster St., New York, N. Y.  
Eby & Sons Co., Wm.; Ashland & Fullerton Aves., Chicago, Ill.  
Flaggibon & Crisp, Inc.; Trenton, N. J.  
Gertzenlager Co.; Wooster, Ohio.  
Guedelhoefer Wagon Co., John; 202 Kentucky Ave., Indianapolis, Ind.  
Haskelite Mfg. Corp.; 208 W. Washington St., Chicago, Ill.  
Maday, M.; 1756 Genesee St., Buffalo, N. Y.  
Met-L-Wood Corp.; 6755 W. 65th St., Chicago, Ill.  
Niagara Body Co.; 8070 Main St., Buffalo, N. Y.  
Proctor-Keeffe Body Co.; 7741 Dix Ave., Detroit, Mich.  
Schaefer Wagon Co., Gustav; 4168 Lorain Ave., Cleveland, Ohio.  
Schukraft Truck Bodies; 1201 Washington Blvd., Chicago, Ill.  
Tackens Bros.; 1015 Harrison St., Flint, Mich.  
U. S. Body & Forging Co., Inc.; 135 Tonawanda St., Buffalo, N. Y.  
Whitfield & Sons; Penn Yan, N. Y.  
Wiedman Body Co., Geo.; North Tonawanda, N. Y.

## BOXES (Moving)

Anderson Box & Basket Co., Drawer No. 10, Audubon District, Henderson, Ky.  
Backus, Jr., & Son, A.; Dept. 5, Trumbull & Fort St., Detroit, Mich.  
Byrnes, Inc., W. L.; 446-448 E. 134th St., New York, N. Y. (Piano)  
Eclipse Box & Lumber Co.; 18-20 Wooster St., New York, N. Y.  
Lewis Co., G. B.; Watertown, Wis.  
Miami Mfg. Co.; Peru, Ind.  
Van Owners Purchasing Bureau, Inc.; 144 Columbus Ave., New York, N. Y.  
(See advertisement elsewhere in this issue.)

## BOX STRAPPING (Machines and Supplies)

Acme Steel Goods Co.; 2836 Archer Ave., Chicago, Ill.  
American Coasting & Mfg. Corp.; 30 Main St., Brooklyn, N. Y.  
American Steel & Wire Co.; Rockefeller Bldg., Cleveland Ohio. (strapping only)  
Gary Mfg. Co.; Manhattan Bridge Plaza, Brooklyn, N. Y.  
Harvey Spring & Forging Co.; Racine, Wis.  
Signode Steel Strapping Co.; 2600-2620 N. Western Ave., Chicago, Ill.  
Stanley Works; Grove Hill & Lake St., New Britain, Conn.  
Tennant Sons & Co., C.; 19 W. 44th St., New York, N. Y.  
Wire & Steel Products Co.; Van Brunt & Seabring Sts., Brooklyn, N. Y.

## BRINE

Solvay Sales Corp.; 61 Broadway, New York, N. Y.

## CARPET CLEANING EQUIPMENT

Chief Mfg. Co.; 806 Beecher St., Indianapolis, Ind. (Beaters, stationary)  
Kent Co., Inc.; 542 Dominic St., Rome, N. Y. (Shampooing equipment)  
United Vacuums Appliance Corp.; Dept. IX, Twelfth St. & Columbia Ave., Conn.  
nersville, Ind.

## CASTERS (Truck)

Adams Co.; Dubuque, Iowa.  
American Caster Co.; P. O. Box 524, Hamilton, Ohio.  
Bassick Co.; 38 Austin St., Bridgeport, Conn.  
Bond Foundry & Mch. Co.; Manheim, Lancaster County, Pa.  
Buffalo Pulley & Caster Co., Inc.; 175 Breckenridge St., Buffalo, N. Y.  
Clark Co., George P.; 4 Canal St., Windsor Locks, Conn.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

# Bassick

## TRUCK CASTERS



Over 438 sizes and types for every class of service.

Write for catalog and complete information to

**THE BASSICK CO.**  
BRIDGEPORT CONN.

Olson Co.; Box 550, Elyria, Ohio.  
Darnell Corp., Ltd.; P. O. Box 2008 Sta. B., Long Beach, Cal.  
Divine Bros.; 101 Whitesboro St., Utica, N. Y.  
Fairbanks Co.; 393-399 Lafayette St., New York, N. Y.  
Globe Vise & Truck Co.; 1451 Front St., N. W., Grand Rapids, Mich.  
Hamilton Caster & Mfg. Co.; Hamilton, Ohio.  
Jarvis & Jarvis; 200 S. Main St., Palmer, Mass.  
Lansing Co.; 602 Cedar St., Lansing, Mich.  
Lyon Iron Works, Inc.; Box A, Greene, N. Y.  
Market Forge Co.; Garney St., Everett, Mass.  
Menasha Wood Split Pulley Co.; P. O. Box No. J, Menasha, Wis.  
New Britain Mch. Co.; 140 Chestnut St., New Britain, Conn.  
Nutting Truck Co.; 252 W. Kinzie St., Chicago, Ill.  
Oppenheim Bros.; 1107 Broadway, New York, N. Y.  
Payson Mfg. Co.; 2920 Jackson Blvd., Chicago, Ill.  
Phoenix Caster Co.; Hamilton, Ohio.  
Saginaw Stamping & Tool Co.; Saginaw, Mich.  
Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich.  
Sippel Co., Wm. H.; Dept. D-W, South Bend, Ind.  
Tucker & Dorsey Mfg. Co.; Dept. D. W., S. State & Bates St., Indianapolis, Ind.  
Van Owners Purchasing Bureau, Inc.; 144 Columbus Ave., New York, N. Y.  
(See advertisement elsewhere in this issue.)

## CLOCKS (Time and Watchmen's)

American District Telegraph Co.; 155 Sixth Ave., New York, N. Y.  
Dexter Watchclock Corp.; 4147 E. Ravenswood Ave., Chicago, Ill. (Watchmen's only)  
Howard Clock Co., E.; 206 Eustis St., Boston, Mass.  
International Time Recording Co.; 270 Broadway, New York, N. Y.  
Simplex Time Recorder Co.; Lincoln Blvd., Gardner, Mass.  
Stromberg Elec. Co.; 223 W. Erie St., Chicago, Ill. (Time only)

## CONTAINERS (Shipping)

Backus, Jr. & Sons, A.; Dept. 5, Trumbull & Fort Sts., Detroit, Mich.  
Bird & Son, Inc.; Mill St., East Walpole, Mass.  
Hummel & Downing; Milwaukee, Wis.  
King Stg. Wase., Inc.; Erie Blvd. at S. West St., Syracuse, N. Y.  
Lewis Co., G. L.; Watertown, Wis.  
Mt. Vernon Car & Mfg. Co.; Mt. Vernon, Ill.  
Truscon Steel Co.; Cleveland, Ohio.  
Wisconsin Box Co.; P. O. Box 297, Wausau, Wis.



## CONVEYORS

Alvey-Ferguson Co.; 75 Blaney Ave., Cincinnati, Ohio. (Gravity)  
 Alvey Mch. Co.; 3200 S. Broadway, St. Louis, Mo. (Portable, power and gravity)  
 Bartlett & Snow Co., C. O.; 6218 Harvard Ave., Cleveland, Ohio.  
 Bodinson Mfg. Co.; 4401 San Bruno Ave., San Francisco, Cal. (Portable and gravity)  
 Brown Hoisting Mch. Co.; 4403 St. Clair St., N. E., Cleveland, Ohio.  
 Chain Belt Co.; 736 Park St., Milwaukee, Wis.  
 Clark Tractor Co.; Battle Creek, Mich.  
 Howe Chain Co.; 2-30 E. Clay Ave., Muskegon, Mich.  
 Jeffrey Mfg. Co.; 989 N. Fourth St., Columbus, Ohio.  
 Lamson Co.; Syracuse, N. Y. (Portable and gravity)  
 Link-Belt Co.; 300 W. Farthing Rd., Chicago, Ill. (Portable and gravity)  
 Logan Co.; 201 N. Buchanan St., Louisville, Ky. (Portable, power and gravity)  
 Louden Mch. Co.; 1116 Broadway, Fairfield, Iowa.  
 Mathews Conveyor Co.; 120 Tenth St., Ellwood City, Pa. (Gravity)  
 McKinney-Harrington Conveyor Co.; North Chicago, Ill. (Portable and stationary)  
 Ogden Iron Works Co.; 2257 Lincoln Ave., Ogden, Utah.  
 Otis Elevator Co.; 26th St. and 11th Ave., New York, N. Y. (Gravity)  
 Portable Machinery Co.; 17 Lakeview Ave., Clifton, N. J. (Portable)  
 Richards-Wilcox Mfg. Co.; 316 W. Third St., Aurora, Ill.  
 Standard Conveyor Co.; Dept. 12, 315 Second Ave., N. W., North St. Paul, Minn. (Portable, power and gravity)  
 Stearns Conveyor Co.; E. 200th St. & St. Clair Ave., Cleveland, Ohio.

## CORDAGE

Pilcher-Hamilton-Daily Co.; 349 W. Ontario, Chicago, Ill.  
 Powers & Co.; 26th & Reed Sts., Philadelphia, Pa. (Flat)  
*(See advertisement elsewhere in this issue)*

## COVERS (Paper Furniture)

Ace Paper Co., Inc.; 127 Bleeker St., New York, N. Y.  
 Pilcher-Hamilton-Daily Co.; 349 W. Ontario, Chicago, Ill.  
 Van Owners Purchasing Bureau, Inc.; 144 Columbus Ave., New York, N. Y.

## COVERS (Piano)

Barnett Canvas Goods & Bag Co.; 131 Arch St., Philadelphia, Pa.  
 Breen, Wm. H.; 219 Rutherford Ave., Charlestown, Mass.  
 Canvas Specialty Co., Inc.; 200 Canal St., New York, N. Y.  
*(See advertisement elsewhere in this issue)*  
 Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.  
*(See advertisement elsewhere in this issue)*  
 Goss Co., J. C.; Woodbridge & Bates Sts., Detroit, Mich.  
 Gotach Co., Walter M.; 630 W. Adams St., Chicago, Ill.  
 Hettrick Mfg. Co.; D. W. 28, Summit & Magnolia Sts., Toledo, Ohio.  
 Iden Warehouse Supply Co.; 564 Washington Blvd., Chicago, Ill.  
 Michigan Tent & Awning Co.; 1922 W. Canfield Ave., Detroit, Mich.  
 New Haven Quilt & Pad Co.; 82-86 Franklin St., New Haven, Conn.  
*(See advertisement elsewhere in this issue.)*  
 Oppenheim Bros.; 1107 Broadway, New York, N. Y.  
 Powers & Co.; 26th & Reed Sts., Philadelphia, Pa.  
*(See advertisement elsewhere in this issue)*  
 Self-Lifting Piano Truck Co.; Findlay, Ohio.  
*(See advertisement elsewhere in this issue.)*  
 Upson-Walton Co.; 1245 W. Eleventh St., Cleveland, Ohio.  
 Werner Canvas Products Co.; 2 Water St., Brooklyn, N. Y.  
 Wilcox Co., M. I.; 210 Water St., Toledo, Ohio.  
 Van Owners Purchasing Bureau, Inc.; 144 Columbus Ave., New York, N. Y.

COVERS (Truck)  
(Tarpaulins)

Baker-Lockwood Mfg. Co., Inc.; McGee Trafficway at 23rd St., Kansas City, Mo.  
 Barnett Canvas Goods & Bag Co.; 131 Arch St., Philadelphia, Pa.  
 Boyle & Co., Inc.; 112-114 Duane St., New York, N. Y.  
 Breen, Wm. H.; 219 Rutherford Ave., Charlestown, Mass.  
 Carnie-Gondie Mfg. Co.; 26th & Penn., Kansas City, Mo.  
 Carpenter & Co., Geo. B.; 440 N. Wells St., Chicago, Ill.  
 Channon Co., H.; 149 N. Market St., Chicago, Ill.  
 Clifton Mfg. Co.; Waco, Texas.  
 Des Moines Tent & Awning Co.; 913 Walnut St., Des Moines, Iowa.  
 Ehrick & Co., Fred; 36th St. at Third Ave., Brooklyn, N. Y.  
 Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.  
*(See advertisement elsewhere in this issue.)*  
 Goss Co., J. C.; Woodbridge & Bates Sts., Detroit, Mich.  
 Hettrick Mfg. Co.; D. W. 28, Summit & Magnolia Sts., Toledo, Ohio.  
 Hoegge Co., Inc.; 133 S. Main St., Los Angeles, Cal.  
 Hooper & Sons Co., Wm. E.; 3502 Parkdale St., Baltimore, Md.  
 Humphry's Sons, R. A.; 1020 Calhoun St., Philadelphia, Pa.  
 Iden Warehouse Supply Co.; 564 Washington Blvd., Chicago, Ill.  
 Jacksonville Ship Chandlery & Awning Co.; Dept. H, 231-9 E. Bay St., Jacksonville, Fla.  
 Michigan Tent & Awning Co.; 1922 W. Canfield Ave., Detroit, Mich.  
 Powers & Co.; 26th & Reed Sts., Philadelphia, Pa.  
*(See advertisement elsewhere in this issue.)*  
 Seattle Tent & Awning Co.; First Ave. & Columbia St., Seattle, Wash.  
 Smith Co., Arthur F.; 139 Spring St., New York, N. Y.  
 U. S. Tent & Awning Co.; 707 N. Sangamon St., Chicago, Ill.  
 Upson-Walton Co.; 1245 W. Eleventh St., Cleveland, Ohio.  
 The Wagner Awning & Mfg. Co.; 2658 Scranton Road, Cleveland, Ohio.  
 Werner Canvas Products Co.; 2 Water St., Brooklyn, N. Y.

## DOLLIES

Van Owners Purchasing Bureau, Inc.; 144 Columbus Ave., New York, N. Y.

Boxes, Cartons, Bassick Casters, Covers, Dollies, Excelsior, White Tar Naphthalene, Lumber, Pads, Paper, Tar Paper, Twines



Complete line Warehouse and Van Equipment and Supplies

VAN OWNERS PURCHASING BUREAU, INC.

W. C. PETRY NEW YORK, N. Y. 144 Columbus Ave.

## DOORS (Cold Storage, Elevator and Fire)

California Ppf. Door Co.; 1919 E. 51st St., Los Angeles, Cal. (Fire)  
 Cornell Iron Works; 77 Marion St., Long Island City, N. Y. (Elev. and fire)  
 Gillen-Cole Co.; 15th & Overton Sts., Portland, Ore. (Cold stge.)  
 Harris-Preble Door Co.; 228 N. LaSalle St., Chicago, Ill. (Fire)  
 Jamison Cold Stge. Door Co.; P. O. Box 26, Hagerstown, Md. (Cold stge.)  
 Kinner Mfg. Co.; 1270 Fields Ave., Columbus, Ohio. (Fire)  
 Merchants & Evans Co.; 2035 Washington Ave., Philadelphia, Pa. (Fire)  
 National Refrigerator Co.; 827 Koelin Ave., St. Louis, Mo. (Cold stge.)  
 North American Iron Works; 116-136 57th St., Brooklyn, N. Y. (Fire)  
 Peele Co., The; Harrison Pl. & Stewart Ave., Brooklyn, N. Y. (Elevator)  
 Richards-Wilcox Mfg. Co.; 316 W. Third St., Aurora, Ill. (Fire)  
 Richmond Ppf. Door Co.; N. W. Fourth & Center Sts., Richmond, Ind. (Elev. and fire)  
 Security Fire Door Co.; 3044 Lambdin Ave., St. Louis, Mo. (Elev. and fire)  
 Smith Wire & Iron Works, F. P.; Fullerton, Clybourne & Ashland Aves., Chicago, Ill. (Fire)  
 Tyler Co., W. S.; 3621 Superior Ave., N. E., Cleveland, Ohio. (Elev.)  
 Variety Mfg. Co.; 2958 Carroll Ave., Chicago, Ill. (Cold stge. and fire)  
 Vulcan Rail & Const. Co.; Grand St. & Garrison Ave., Maspeth, N. Y. (Fire)  
 Ward Refrig. & Mfg. Co.; 6501 S. Alameda St., Los Angeles, Cal. (Cold stge.)  
 Warsaw Elev. Co.; 216 Fulton St., Warsaw, N. Y. (Elev.)  
 Wilson Corp., J. G.; Box 1194, Norfolk, Va. (Fire)

## ELEVATORS

Alvey-Ferguson Co., Inc.; 75 Blaney Ave., Oakley, Cincinnati, Ohio.  
 Montgomery Elev. Co.; 30 Twentieth St., Moline, Ill. (Passenger and freight)  
 Otis Elevator Co.; Eleventh Ave. & 26th St., New York, N. Y.  
 Warsaw Elev. Co.; 216 Fulton St., Warsaw, N. Y. (Passenger and freight)

## ELEVATORS (Portable)

Alvey Mch. Co.; 3200 S. Broadway, St. Louis, Mo.  
 Barrett-Cravens Co.; 3264 West 30th St., Chicago, Ill.  
 Economy Eng. Co.; 2651 W. Van Buren St., Chicago, Ill.  
 Jeffrey Mfg. Co.; 989 N. Fourth St., Columbus, Ohio.  
 Lewis-Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass.  
 Link-Belt Co.; 2045 Hunting Park Ave., Philadelphia, Pa.  
 Revolver Co.; 336 Garfield Ave., Jersey City, N. J.

## EXCELSIOR

Allen, Inc., Charles M.; Fulton, N. Y.  
 American Excelsior Corp.; 1000-1020 N. Halsted St., Chicago, Ill.  
 Orange Mfg. Co.; Elwood, N. C.  
 Phillips Excelsior Co.; Chattanooga, Tenn.  
 Sheboygan Pad Co.; 1301-5 Erie Ave., Sheboygan, Wis.

## EXTERMINATORS (Rat or Mice)

Copeland Sanitation Co.; 263 W. 54th St., New York, N. Y.  
 Ratia Laboratory, Inc.; 116 Broad St., New York, N. Y.

## EXTINGUISHERS (Fire)

American-La France and Foamite Corp.; 900 Erie St., Elmira, N. Y.  
 Du-Gas Fire Extinguisher Corp.; 307 5th Ave., New York, N. Y.  
 Elkhart Brass Mfg. Co.; 1302 W. Beardsley Ave., Elkhart, Ind.  
 Oil Conservation Eng. Co.; 877 Addison Rd., Cleveland, Ohio.  
 Pacific Fire Extinguisher Co.; 440 Howard St., San Francisco, Cal.  
 Pyrene Mfg. Co.; 560 Belmont Ave., Newark, N. J.  
 Safety Fire Extinguisher Co.; 299 Seventh Ave., New York, N. Y.  
 Solvay Sales Corp.; 61 Broadway, New York, N. Y.

## FLOOR REPAIRING MATERIAL

Euclid Chemical Co.; 7012 Euclid Ave., Cleveland, Ohio.  
 Master Builders Co.; 7016 Euclid Ave., Cleveland, Ohio

WHEN WRITING ADVERTISEMENTS MENTION DISTRIBUTION AND WAREHOUSING

## FREIGHT FORWARDERS (General)

Empire Freight Co.; offices, New York, 117 Liberty St.; Boston, Mass., 93 Huntington Ave.; Chicago, Ill., 53 W. Jackson Blvd.; Los Angeles, Cal., 324 N. San Pedro St.; San Francisco, Cal., Room 478, Monadnock Bldg., 681 Market St.

## SPECIAL REDUCED FREIGHT RATES

With Private Through Car Loadings to and from the Far West and Pacific Coast

## HOUSEHOLD GOODS and AUTOMOBILES

An Efficient Service Based on Years of Knowledge and Experience

## BEST FACILITIES FOR CARLOAD DISTRIBUTION

Domestic and  
Foreign Shippers,  
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Distributors



Foreign and  
Domestic Lift Van  
Service for House-  
hold Goods

## EMPIRE FREIGHT COMPANY

Incorporated

New York City, N. Y.  
117 Liberty St.

Boston, Mass.  
93 Huntington Ave.

CHICAGO, ILL. Philadelphia, San Francisco, LOS ANGELES, CAL.  
58 W. Jackson Blvd. Oakland, Seattle, Portland 316 Commercial St.

## FUMIGATING EQUIPMENT

Calcyanide Co.; 60 E. 42nd St., New York, N. Y.  
Furniture Fumigation Corp., 500 Fifth Ave., New York, N. Y.  
Haskelite Mfg. Corp.; 208 W. Washington St., Chicago, Ill.

## HOISTS (Chain and Electric)

Atlas Trailer & Water Mufflers, Inc.; U. S. Natl. Bank Bldg., Galveston, Texas. (Elec.)  
Boston & Lockport Block Co.; 100 Condon St., East Boston, Mass. (Chain)  
Box Crane & Hoist Corp.; Trenton Ave. & E. Ontario St., Philadelphia. (Elec.)  
Chisholm-Moore Hoist Corp.; 4036 Lakeside Ave., Cleveland, Ohio. (Chain)  
Ford Chain Block Co.; Second & Diamond Sts., Philadelphia, Pa. (Chain)  
Harnischfeger Corp., 4401 West National Ave., Milwaukee, Wis. (Chain and elec.)  
Harrington Co.; Callowhill & 17th St., Philadelphia, Pa. (Chain and elec.)  
Hobbs Co., Clinton E.; 203 Chelsea St., Everett Sta., Boston, Mass. (Chain and elec.)  
Louden Mch. Co.; 1116 Broadway, Fairfield, Iowa. (Chain)  
New Jersey Fdry. & Machine Co.; Garwood, N. J.  
Reading Chain & Block Corp.; 2100 Adams St., Reading, Pa. (Chain and elec.)  
Roeper Crane & Hoist Works, Inc.; 1776 N. Tenth St., Reading, Pa. (Chain)  
Wright Mfg. Co.; York, Pa. (Chain)  
Yale & Towne Mfg. Co.; 4530 Tacony St., Philadelphia, Pa. (Chain and elec.)

## INSECTICIDES

American Cynamid Co.; 535 Fifth Ave., New York, N. Y.  
Associated Textile Research Lab., 5416 No. 5th St., Phila., Pa.  
Barrett Co.; 40 Rector St., New York, N. Y.  
(See advertisement elsewhere in this issue.)  
Calcyanide Co.; 60 E. 42nd St., New York, N. Y.  
Carbide & Carbon Chemicals Corp., 30 E. 42nd St., New York, N. Y. (Gas)  
Cenol Co., Dept. M; 4250-56 No. Crawford Ave., Chicago, Ill.  
Copeland Sanitation Co.; 263 W. 54th St., New York, N. Y.  
Enos Chemical Co.; 2367 Logan Blvd., Chicago, Ill.  
Furniture Fumigation Corp., 500 Fifth Ave., New York, N. Y.  
Girard Co., Inc., Felix; Fourth Ave. and Franklin, Minneapolis, Minn.  
Gottlieb Chemical Co.; 148 W. 24th St., New York, N. Y.  
Grasselli Chemical Co.; Guardian Bldg., Cleveland, Ohio.  
Michigan Alkali Co.; 10 East 40th St., New York, N. Y.  
Midway Chemical Co.; 5235-5259 W. 65th St., Chicago, Ill.  
National Home Sanitation Co., Dept. AA 627 First Ave., North, Minneapolis, Minn.  
Potter Mfg. Co., Inc.; Dept. H, 12 Henry St., Bloomfield, N. J.  
Van Owners Purchasing Bureau, Inc.; 144 Columbus Ave., New York, N. Y.  
(See advertisement elsewhere in this issue.)  
Wells, E. S.; Jersey City, N. J.  
West Disinfecting Co.; 42-16 Barn St., Long Island City, N. Y.

The way to make money by using  
advertising is to use it—not to  
fiddle with it.

## When You Mothproof With



## You Mothproof for Life!

One application of Berlou prevents moth damage for the life of articles treated. Dry cleaning, time, use or exposure cannot weaken its effectiveness. Berlou is odorless, colorless, non-inflammable and absolutely harmless to fabrics.

## We Pay for Your Advertising Campaign

A complete and comprehensive advertising campaign, direct and newspaper, is furnished you ABSOLUTELY Free to start your Berlou profits immediately.

For Complete Details Write

NATIONAL HOME SANITATION CO.  
627 First Ave. North, Minneapolis, Minn.



## One Gallon

of Berlou brings you a profit of from \$20 to \$25. Order a trial gallon, with \$5 complete instructions.....

# Barrett Standard

## POLAR BRAND NAPHTHALENE

To prevent damage from moths there is nothing better than flake naphthalene. It gets results.

Made by America's oldest and most experienced manufacturer of coal-tar products, Barrett Standard Polar Naphthalene is unsurpassed for uniformity, strength and effectiveness.

Phone, write or wire for price quotations.

**THE BARRETT COMPANY**  
40 Rector St., New York, N. Y.

**FLAKE  
•  
BALL**



## WHITE TAR

NAPHTHALENE FLAKES . . . the oldest method of Moth Protection . . . Big vaults and poisonous gases cost plenty! And they're no more effective than

## NAPHTHALENE FLAKES

Scatter Naphthalene flakes freely and you can forget about it! Your costs will be rock-bottom . . . you can absolutely guarantee complete protection and charge for it! In the home or the warehouse, highly refined White Tar NAPHTHALENE FLAKES provide the easiest, cheapest, safest and surest moth protection yet discovered! For more than 50 years they have been the standard by which all others are judged. You can depend on them absolutely. ALSO

## PINE TAR PAPER

for rolling your Rugs and Carpets. Full information and prices on request.

**THE WHITE TAR COMPANY  
OF NEW JERSEY, Inc.**

A Subsidiary of the Koppers Co.

BELLEVILLE TURNPIKE, KEARNY, N. J.

Phone Kearny 2-3600

DEPT. W



## INSECTICIDES (Continued)

**White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.**  
Wizard, Inc., 5235-5259 W. 65th St., Chicago, Ill.

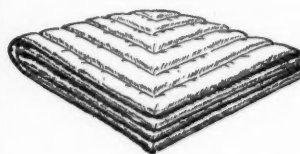
## PADS (Canvas Loading)

**Barnett Canvas Goods & Bag Co.;** 131 Arch St., Philadelphia, Pa.  
**Breen, Wm. H.;** 219 Rutherford Ave., Charlestown, Mass.  
**Buffalo Pad and Quilt Co.;** 403 Broadway, Buffalo, N. Y.  
**Canvas Specialty Co., Inc.;** 200 Canal St., New York, N. Y.  
**Chicago Quilt Mfg. Co.;** 1357 Roosevelt Rd., Chicago, Ill.  
**Ehrich & Co. Fred;** 38th St. at Third Ave., Brooklyn, N. Y.  
**Fulton Bag & Cotton Mills;** Box 1726, Atlanta, Ga.  
**Goss Co., J. C.;** Woodbridge & Bates Sts., Detroit, Mich.  
**Gotsch Co., Walter M.;** 630 W. Adams St., Chicago, Ill.  
**Hettrick Mfg. Co.;** D. W. 28, Summit & Magnolia Sts., Toledo, Ohio.  
**Humphry's Sons, B. A.;** 1020 Callowhill St., Philadelphia, Pa.  
**Idea Warehouse Supply Co.;** 584 Washington Blvd., Chicago, Ill.  
**Louisville Bedding Co.;** Preston & Market Sts., Louisville, Ky.  
**Maish Bedding Co.;** Clifford W.; 1501 Freeman Ave., Cincinnati, Ohio.  
**Maish Co., Chas. A.;** 1133 Bank St., Cincinnati, Ohio.  
**Mallets Textile Co.;** 1205 S. Boulevard, New York, N. Y.  
**Michigan Tent & Awning Co.;** 1922 W. Canfield Ave., Detroit, Mich.  
**New Haven Quilt & Pad Co.;** 82-86 Franklin St., New Haven, Conn.

(See advertisement elsewhere in this issue.)

Oppenheim Bros.; 1107 Broadway, New York, N. Y.

Powers & Co.; 26th & Reed Sts., Philadelphia, Pa.



## IRON HORSE

Furniture Pads are now lower in price than at any time in SEVENTEEN YEARS.

Sizes cut 36 x 72, 54 x 72, 72 x 72, 80 x 72

ORDER NOW FOR ALL 1934

Van Linings Grand Covers Tie-Tape

**CANVAS SPECIALTY CO., Inc.**  
200 CANAL ST. NEW YORK CITY



Reg. U. S. Pat. Off.

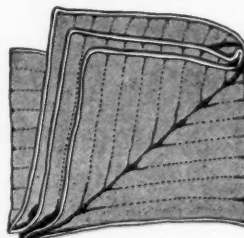
## Fulco quilt-edge FURNITURE PADS

The most economical pad you can buy. FULCO pads are better quality—last longer. They have our special non-lump filler and reinforced FULCO Gilt Edge webbing ends. Write today for 1934 prices on FULCO Pads, "Fultex" and "Shuredry" Tarpaulins (standard weather protection equipment for open trucks), wiping cloths, burlap and wrapping twine.

## Fulton Bag & Cotton Mills

Manufacturers Since 1870

Atlanta St. Louis Dallas  
Minneapolis Brooklyn New Orleans Kansas City, Kan.



Tarpaulins  
Truck Covers  
Awnings

## POWCO FURNITURE PADS

CUT SIZE { 72 x 36"  
72 x 54"  
72 x 72"  
72 x 80"

Quality pads, extra heavy cover, bound on all four sides, which means twice the service; lock-stitched, not chain stitched, prevents raveling.

Filler laid one way, stitched the opposite, prevents "thinning out" or "lumping."

Made with cotton filler, gives extra thickness and permanent body.

Furniture Tape, 1 1/2" wide, Rolls of 27 yards.

**POWERS & CO.** REED ST. 25TH TO 26TH  
PHILADELPHIA



## PADS (Canvas Loading)—Continued

Seattle Tent & Awning Co.; First Ave. & Columbia St., Seattle, Wash.  
 Standard Garment Co.; Michigan & Orange St., Toledo, Ohio.  
 Union Carpet Lining Co.; 230 Fifth Ave., New York, N. Y.  
 Van Owners Purchasing Bureau, Inc.; 144 Columbus Ave., New York, N. Y.  
 (See advertisement elsewhere in this issue.)  
 Wagner Awning & Mfg. Co.; 2658 Scranton Rd., Cleveland, Ohio.  
 Warner Canvas Products Co.; 2 Water St., Brooklyn, N. Y.  
 Wilcox Co., M. I.; 210 Water St., Toledo, Ohio.

## PARTITIONS (Steel)

Cyclone Fence Co.; Box 517, Waukegan, Ill.  
 Ebinger Sanitary Mfg. Co., D. A.; 180 Lucas St., Columbus, Ohio.  
 Edwards Mfg. Co.; 529 Eggleston Ave., Cincinnati, Ohio.  
 Hauserman Co., E. F.; 6991 Grant Ave., Cleveland, Ohio.  
 Iden Warehouse Supply Co.; 564 Washington Blvd., Chicago, Ill.  
 Mills Co., The; Wayside Rd. & Nickel Plate R. R., Cleveland, Ohio.  
 Page Fence Assn.; Dept. Z, 520 N. Michigan Ave., Chicago, Ill.  
 Phoenix Wire Works; 1940 E. Kirby Ave., Detroit, Mich.  
 Smith, F. F.; Wire & Iron Works; Fullerton, Cuyahoga & Ashland Aves. & Chester St., Chicago, Ill.

# DREADNAUGHT FURNITURE PADS



## STANDARD DREADNAUGHT FURNITURE PADS

72"x80" cut size.....	@ \$23.50 per Doz.
54"x72" " " .....	17.50 " "
36"x72" " " .....	12.50 " "

Terms: 2/10/30 net, f.o.b. New Haven, Conn., on approved credit.

(Above prices include all tax and labor clauses)

We also make a Complete Line of FORM-FIT PADDED HOOD COVERS for every piece of Furniture.

Finest quality materials and construction go into our products.

America's Largest Pad Manufacturers Since 1910

## New Haven Quilt & Pad Co.

82-86 Franklin Street New Haven, Conn.

## PADS (Excelsior Wrapping)

Allen, Inc., Charles M.; Fulton, N. Y.  
 American Excelsior Corp.; 1000-1020 N. Halsted St., Chicago, Ill.  
 Dale Bros. Excelsior Pad Co.; Grand Rapids, Mich.  
 Dupre Mfg. Co.; North Ave., N. E. & So. Ry., Atlanta, Ga.  
 Excelsior Supply Co.; Second & Smith Sts., Cincinnati, Ohio.  
 Indiana Excelsior Co.; S. Keystone Ave. & Belt R.R., Indianapolis, Ind.  
 Orange Mfg. Co.; Edmand, N. C.  
 Pioneer Paper Stock Co.; 424 W. Ohio St., Chicago, Ill.  
 Rochester Pad & Wrapper Co.; 1464 Lyell Ave., Rochester, N. Y.  
 Sheboygan Pad Co.; 1301-5 Erie Ave., Sheboygan, Wis.  
 Van Owners Purchasing Bureau, Inc.; 144 Columbus Ave., New York, N. Y.  
 (See advertisement elsewhere in this issue.)  
 Washington Excelsior & Mfg. Co.; Ft. of Main St., Seattle, Wash.  
 Webster Bros. & Conover Mfg. Co.; Mason City, Iowa.

## PAPER PACKING MATERIAL

Ace Paper Co., Inc.; 127 Bleeker St., New York, N. Y.  
 General Cellulose Co., Inc.; Westfield, N. J.  
 Jiffy Pad & Excelsior Co.; 45 N. Washington St., Boston, Mass.  
 Kimberly Clark Co.; 8 S. Michigan Ave., Chicago, Ill.  
 Richter-Hamilton-Daily Co.; 349 W. Ontario, Chicago, Ill.  
 Pioneer Paper Stock Co.; 424 W. Ohio St., Chicago, Ill.  
 Rochester Folding Box Co.; Boxart St., Rochester, N. Y. (Fibredown)  
 Van Owners Purchasing Bureau, Inc.; 144 Columbus Ave., New York, N. Y.  
 (See advertisement elsewhere in this issue.)

## PAPER (Tar)

Van Owners Purchasing Bureau, Inc.; 144 Columbus Ave., New York, N. Y.  
 (See advertisement elsewhere in this issue.)  
 White Tar Co.; Dept. W, Belleville Turnpike, Kearney, N. J.  
 (See advertisement elsewhere in this issue.)

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

## PIANO DERRICKS AND TRUCKS

Breen, Wm. H.; 210 Rutherford Ave., Charlestown, Mass.  
 Fairbanks Co.; 393-399 Lafayette St., New York, N. Y. (Trucks only)  
 Iden Warehouse Supply Co.; 564 Washington Blvd., Chicago, Ill.  
 Self-Lifting Piano Truck Co.; Findlay, Ohio.  
 (See advertisement elsewhere in this issue.)

## PRINTING

Milbin Printing Co.; 140 West 22nd St., New York City.

# PRINTING WAREHOUSE FORMS OF EVERY DESCRIPTION

- Leading warehousemen find Milbin Standard Warehouse Forms help them conduct their business more efficiently.
- We will gladly send on request The Milbin Portfolio of Standard Warehouse Forms, which contains the forms that should be used by all progressive warehouses.

LET US SUBMIT SAMPLES AND ESTIMATES ON YOUR PRINTING REQUIREMENTS

**MILBIN PRINTING CO., INC.**  
 140 WEST 22nd STREET, N. Y. C.

## RACKS (Storage)

Barrett-Cravens Co.; 3264 West 30th St., Chicago, Ill.  
 Berger Mfg. Co.; 1069 Belden Ave., N. E., Canton, Ohio.  
 De Luxe Metal Furniture Co.; 205 E. 42nd St., New York, N. Y.  
 Economy Eng. Co.; 2651 W. Van Buren St., Chicago, Ill.  
 Heller & Sons, P. A.; 219 Griswold St., Detroit, Mich.  
 Lewis-Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass.  
 Lupton's Sons Co., David; 2270 E. Allegheny Ave., Philadelphia, Pa.  
 Lyon-Metal Products, Inc.; Drawer 480, Aurora, Ill.  
 Market Forge Co.; Garney St., Everett, Mass.  
 Medart Mfg. Co., Fred; Pontiac & DeKalb Sts., St. Louis, Mo.  
 New Britain Mche. Co.; 140 Chestnut St., New Britain, Conn.  
 Revolver Co.; 836 Garfield Ave., Jersey City, N. J.

## RECORDERS (Motor Truck)

Electric Tachometer Corp.; Broad & Spring Garden Sts., Philadelphia, Pa.  
 Ohmer Fare Register Co.; 740 Bolander St., Dayton, Ohio.  
 Service Recorder Co.; 1422 Euclid Ave., Cleveland, Ohio.  
 Stewart-Warner Speedometer Corp.; Diversay Blvd., Chicago, Ill.  
 U. S. Recording Instruments Corp.; 511 W. 54th St., New York, N. Y.  
 Veeder Mfg. Co.; 54 Sargent St., Hartford, Conn.

## SAWS (Portable Machine)

O. H. & E. Mfg. Co.; N. E. Cor. Clinton & Mineral Sts., Milwaukee, Wis.  
 Challenge Co.; 193 River St., Batavia, Ill.  
 Fairbanks, Morse & Co.; 900 S. Wabash Ave., Chicago, Ill.  
 Kennedy, Ralph M.; 111 N. Seventh St., Philadelphia, Pa.  
 Leach Co.; S. Main & Sixth Sts., Oshkosh, Wis.  
 Lippert Saw Co., E. T.; 608 Lincoln Ave., Millvale, Pittsburgh, Pa.  
 New Holland Machine Co.; New Holland, Pa.  
 Onan & Sons, D. W.; 48 Boylston Ave., Minneapolis, Minn.  
 Skilaw, Inc.; 3310 Eaton Ave., Chicago, Ill.  
 Speedway Mfg. Co.; 1834 S. 52nd Ave., Cicero, Ill.  
 Taylor Iron Works & Supply Co.; P. O. Box 218, Macon, Ga.  
 Wallace & Co., J. D.; 184 S. California Ave., Chicago, Ill.

## SCALES

Buffalo Scale Mfg. Co., Inc.; 1200 Niagara St., Buffalo, N. Y.  
Dayton Scale Co.; Dayton, Ohio.  
Exact Weight Scale Co.; 944 W. Fifth Ave., Columbus, Ohio.  
Fairbanks & Co., E. T.; St. Johnsbury, Vt.  
Fairbanks, Morse & Co.; 900 S. Wabash Ave., Chicago, Ill.  
Gaston Scale Co.; Beloit, Wis.  
Howe Scale Co.; Rutland, Vt.  
International Scale Co.; 270 Broadway, New York, N. Y.  
Kron Co.; 1720 Fairfield Ave., Bridgeport, Conn.  
Merrick Scale Mfg. Co.; 150-186 Autumn St., Passaic, N. J.  
Standard Scale & Supply Co.; 412 First Ave., Pittsburgh, Pa.  
Stimpson Computing Scale Co.; Logan & Breckenridge Sts., Louisville, Ky.  
Toledo Scale Co.; Toledo, Ohio.

## STENCIL CUTTING MACHINES

Bradley Mfg. Co., A. J.; 101 Beekman St., New York, N. Y.  
Diagraph Stencil Mchs. Corp.; 2913 Clark Ave., St. Louis, Mo.  
Ideal Stencil Mchs. Co.; 22 Ideal Block, Belleville, Ill.  
Marsh Stencil Mchs. Co.; 35 March Bldg., Belleville, Ill.

## TRAILERS (Motor Truck)

Fruehauf Trailer Co.; 10936 Harper Ave., Detroit, Mich.  
General Motors Truck Co.; Pontiac, Mich.  
(See advertisement elsewhere in this issue.)  
Gramm Motors, Inc.; Delphos, Ohio.  
Highway Trailer Co.; Edgerton, Wis.  
Reo Motor Car Co.; Lansing, Mich.  
(See advertisement elsewhere in this issue.)  
Stoughton Co.; Stoughton, Wis.  
Trailer Co. of America; 51st and Robertson, Cincinnati, Ohio  
Truck Equipment Co.; 1791 Fillmore Ave., Buffalo, N. Y.  
Utility Trailer Mfg. Co.; Box 1407, Arcadia Station, Los Angeles, Cal.

## TRUCKS (Hand)

American Pulley Co.; 4200 Wissahickon Ave., Philadelphia, Pa.  
(All steel stevedore)  
(See advertisement on page 1 of this issue.)  
Anderson Box & Basket Co., Drawer No. 10, Audubon District, Henderson, Ky.  
(Platform)  
Barrett-Cravens Co.; 3264 West 30th St., Chicago, Ill. (Lift, stevedore and platform)  
Bodinson Mfg. Co.; 4401 San Bruno Ave., San Francisco, Cal. (Platform)  
Chase Fdry. & Mfg. Co.; 2340 Parsons Ave., Columbus, Ohio.  
Clark Co.; Geo. F.; 4 Canal St., Windsor Locks, Conn. (Lift, platform and stevedore)  
Colson Co.; Box 550, Elyria, Ohio. (Platform and stevedore)  
Electric Wheel Co.; Walton Heights, Quincy, Ill. (Platform and stevedore)  
Excelsior Pilmpttruck Co.; Woodland Ave., Stamford, Conn. (Lift, platform and stevedore)  
Fairbanks Co.; 393-399 Lafayette St., New York, N. Y. (Lift, platform and stevedore)  
Globe Vise & Truck Co.; 1451 Front St., N. W., Grand Rapids, Mich.  
Hamilton Caster & Mfg. Co.; Hamilton, Ohio.  
Howe Chain Co.; 2-30 E. Clay Ave., Muskegon, Mich.  
Howe Scale Co.; Rutland, Vt.  
Jarvis & Jarvis, Inc.; 209 S. Main St., Palmer, Mass.  
Kent Machine Co.; Kent, Ohio.  
Lansing Co.; 602 Cedar St., Lansing, Mich. (Platform and stevedore)  
Lewis-Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass. (Lift and stevedore)  
Lyon Iron Works, Inc.; Box A, Greene, N. Y. (Lift and platform)  
McKinney Mfg. Co.; Liverpool & Metropolitan Sts., Pittsburgh, Pa. (Stevedore)  
Marion Malleable Iron Works; Box 689, 928 Miller Ave., Marion, Ind. (Dolly)  
Market Forge Co.; Garney St., Everett, Mass.  
Menasha Wood Split Pulley Co.; P. O. Box No. J, Menasha, Wis. (Lift and stevedore)  
Mercury Mfg. Co.; 4148 S. Halsted St., Chicago, Ill.  
Norman, Wm. A.; 186 N. Michigan Ave., Chicago, Ill.  
Nutting Truck Co.; 252 Kinzie St., Chicago, Ill. (Platform and stevedore)  
Orangeville Mfg. Co.; Orangeville, Pa. (Stevedore)  
Revolator Co.; 336 Garfield Ave., Jersey City, N. J. (Lift)  
Saginaw Stamping & Tool Co.; Saginaw, Mich.  
Self-Lifting Piano Truck Co.; Findlay, Ohio. (Special piano)  
Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich. (Platform and dolly)  
Stretch & Bro., A.; 315 Eighth St., Oshkosh, Wis.  
Transmission Ball Bearing Co., Inc.; 1005 Military Rd., Buffalo, N. Y. (Elevating and changeable platform)  
Tucker & Dorney Mfg. Co.; Dept. D. W., S. State & Bates Sts., Indianapolis, Ind. (Platform)  
Warren Mfg. Co.; 10 Exchange St., Chicopee, Mass.  
Warnaw Elevator Co.; 216 Fulton St., Warnaw, N. Y. (Platform and stevedore)  
West Bend Equipment Co.; 200 S. Water St., West Bend, Wis.

## TRUCKS (Refrigerator)

R & R Appliance Co., Inc.; 208 E. Crawford St., Findlay, Ohio.  
Self-Lifting Piano Truck Co.; Findlay, Ohio.

## TRUCKS (Tying)

Atlas Car & Mfg. Co.; 1100 Ivanhoe Rd., Cleveland, Ohio.  
Clark Tractor Co.; Battle Creek, Mich. (also lifting)  
Crescent Truck Co.; 185 N. Tenth St., Lebanon, Pa.  
Deconomy Eng. Co.; 2451 W. Van Buren St., Chicago, Ill.  
Edwell-Parker Elec. Co.; 4110 St. Clair Ave., Cleveland, Ohio.  
Excelsior Pilmpttruck Co.; Woodland Ave., Stamford, Conn.  
Lewis-Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass.  
Mercury Mfg. Co.; 4148 S. Halsted St., Chicago, Ill.  
New Jersey Foundry & Mchs. Co.; Garwood, N. Jersey. (Chain)  
Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich.  
Terminal Eng. Co.; 75 West St., New York, N. Y.  
Wright-Hibbard Ind. Elec. Truck Co.; Phelps, N. Y.  
Yale & Towne Mfg. Co.; 4530 Tacony St., Philadelphia, Pa.

## Outstanding Specialists in Moving Equipment

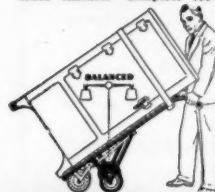
### ELEVEN STYLES OF PIANO TRUCKS



including the New Buckeye Sill Truck.  
Heavy duty construction. Sure, easy handling of up-rights, baby grands and grands. No scraping or marring of floors. Center wheel construction allows balancing and turning without lifting. Write for free circular.

### X-70 REFRIGERATOR TRUCKS

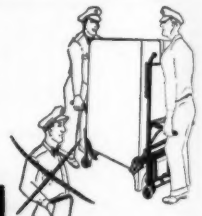
This new 1934 Heavy Duty Model fits all cabinets with or without legs, or in the crate, preventing damage to cabinet, floor or walls. Sturdy all-steel frame. One truck with two casters and handles for tilting and rolling into delivery truck and on stairs. Only push touch cabinet. Complete set \$34.50. Ball bearing swivel casters on one end \$5 extra. Circular on request.



### BALANCE TRUCKS

afford great ease in moving refrigerators. Ideal for heavy boxes, crates, stoves and furniture. Padded nose piece has instant, exact adjustment. Price \$25.

Write today for details.



### Self-Lifting Piano Truck Co.

Findlay, Ohio

Manufacturers of Trucks Since 1901

## VAULTS (Fumigation)

Calcyanide Co.; 60 E. 42nd St., New York, N. Y.  
Furniture Fumigation Corp.; 500 Fifth Ave., New York, N. Y.  
Haskelle Mfg. Corp.; 208 W. Washington St., Chicago, Ill.

## WAREHOUSE FORMS

Milbin Printing Co., Inc.; 140 West 22d St., New York City.  
(See advertisement elsewhere in this issue.)

## WHEELS (Industrial Truck)

Divine Bros. Company; 101 Whitesboro St., Utica, N. Y.  
Fairbanks Co.; 393-399 Lafayette St., New York, N. Y.

## WORK SUITS AND UNIFORMS

Carhartt-Hamilton Cotton Mills; Michigan Ave. & Kent St., Detroit, Mich.  
Courtney & Son, Thomas; 310 Spring St., New York, N. Y.  
Globe Superior Corp.; Lock Drawer C, Abingdon, Ill.  
Hart Mfg. Co.; 16 E. Livingston St., Columbus, Ohio.  
Hirsch-Weiss Mfg. Co.; 205-209 Burnside St., Portland, Ore.  
Isaac and Son, Wm.; 85 Bowery, New York, N. Y.  
Lamb Mfg. Co.; 1801 Wabash Ave., Terre Haute, Ind.  
Lee Mercantile Co., H. D.; 20th & Wyandotte Sts., Kansas City, Mo.  
McDonald Mfg. Co., E. L.; Twelfth & Penn Sts., St. Joseph, Mo.  
Motor Suit Mfg. Co.; 302 W. Ninth St., Kansas City, Mo.  
Nunnally & McCrea Co.; 104-6 Mitchell St., S.W., Atlanta, Ga.  
Oberman Mfg. Co., D. M.; P. O. Drawer 68, Jefferson City, Mo.  
Oppenheim Bros.; 1107 Broadway, New York, N. Y.  
Riseman & Son, John; 841 Blue Island Ave., Chicago, Ill.  
Scott Mfg. Co., Cyrus W.; Houston, Texas.  
Standard Garment Co.; Michigan & Orange Sts., Toledo, Ohio.  
Strauss & Co., Levi; 98 Battery St., San Francisco, Cal.  
Sweet, Orr & Co.; 15 Union Square, New York, N. Y.  
Waco Garment Mfg. Co.; P. O. Box 154, Waco, Texas.  
Welch-Cook-Beale Co.; 821-29 S. Third St., Cedar Rapids, Iowa.  
Zions' Co-Oper. Merc. Institution; P. O. Box 2300, Salt Lake City, Utah.

**"D & W" Serves a rounded out purpose completely**

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

# WAREHOUSE DIRECTORY

A Guide to representative Merchandise, Cold Storage and Household Goods Warehouses, Forwarders, Terminals, and Transfer Companies, arranged by States and Towns

## "Andy Says"



IN a recent editorial written by Everett B. Terhune, president of *Boot and Shoe Recorder*, which is the recognized publication of the Shoe Industry, Mr. Terhune said in part:—

"I had the pleasure, while in Washington, of sitting in at a conference with Alexander Troyanovsky, the new Ambassador, Union of Socialist Soviet Republics. Mr. Troyanovsky is a very modest and sincere gentleman who has the not-so-easy task of opening up business relations between his country and the United States.

"Soviet Russia, with its 170,000,000 people, has a standard of living lower than that of Western Europe and far lower than that of our own country. Russia is in dire need of many of the things that we have all too much of, and too much capacity for.

"Yet our cock-eyed old world is so dislocated as to its social, economic and financial systems that the 'too much' of one great country cannot be transferred to the 'too little' of another great country.

"Some day, in some way, a new system will be devised which will permit the necessities and comforts of life to be more accessible to all peoples who are willing to do their honest share to create wealth and to use wealth as it is intended to be used."

There's no question you are right, Mr. Terhune, and may we add that we believe public warehouses will play a most important part in this ideal system of distribution at both ends of the line, when it is finally established.

HERE'S one from C. Van Wyck Mott, nationally known "storager" in Washington, D. C.

"I have never had the pleasure of meeting your feature writer, Mr. H. A. Haring. I should like to.

"In fact, it is seldom that I read his articles because they are usually written for the merchandise warehousemen, of which we are not.

"But being a little goofy on the subject of advertising, I was immediately attracted to his article in the present issue, Article No. 95, 'Advertising,' under the heading of 'Developing New Business.'

"And, through you, I want to express to Mr. Haring my congratulations on his splendid grasp of the subject and his perfect presentation of it. It contained many new thoughts as well as a very fine elucidation of some of the older ideas. In fact, I thought it so fine that I cut the sheets of his article out of the issue, pasted them together, and insisted that they be read by others in our office.

"Again, congratulations to your Mr. Haring!"

Thanks a lot, Van, for these kind words. We all like to know it when we please our readers, but everyone does not take the time to write so fine a letter.

We suggest to those who have not seen Mr. Haring's Article No. 95, on "Advertising," that they dig up the December, 1933, issue of *Distribution and Warehousing* and read it.

*"Andy"*

## CONVENTION CALENDAR

(Annual or Semi-Annual Meetings)

April 20-21.....Midwest Warehouse and Transfermen's Association.....Topeka  
April.....Maryland Warehousemen's Association.....Baltimore  
April.....Minnesota Warehousemen's Association.....To be announced  
April.....Missouri Warehousemen's Association.....To be announced  
April.....Nebraska Warehouse & Transfermen's Association.....To be announced

April 18.....Portland (Ore.) Draymen & Warehousemen's Association.....Portland  
May.....American Institute of Refrigeration.....Washington, D. C.  
May.....Birmingham Warehouse & Transfer Association.....Birmingham  
May.....California Warehousemen's Association.....To be announced  
May 14.....New York Warehouse, Wharf & Terminal Assoc'n.....New York City



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We Solicit Your Shipments and  
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Members: California Van & Storage Association  
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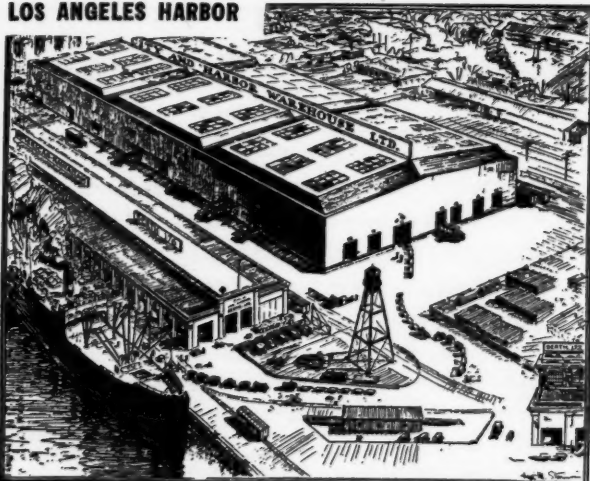
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Combining increased efficiency with low tariff.  
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Terminal at First, Brannan and Federal Streets  
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Operators of the most complete warehouse and distribution system in the  
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**A Complete Ser-  
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Merchandise**

Warehousing, Distribution, Draying, Office Accommoda-  
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**FREE SWITCHING FROM ALL RAILROADS**

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STORAGE AND DISTRIBUTION SERVICE WITHIN 150-MILE RADIUS. SPECIAL FACILITIES FOR STORING, MOVING, PACKING AND SHIPPING OF HOUSEHOLD EFFECTS. ALSO WAREHOUSES AT SPRINGFIELD, MASS., AND HARTFORD, CONN.  
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Safe Mover—Freight and Baggage Transfer—STORAGE  
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HOUSEHOLD GOODS, STORAGE, PACKING, SHIPPING  
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Located on the Connecticut River  
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(See Page Advertisement Directory Issue)

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Modern Fireproof Merchandise Warehouse.  
Private seven-car siding, adjacent to Steamship and R. R. Terminals.  
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Low Insurance Rate. Prompt, Efficient Service.



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Merchandise, automobiles, furniture—23 buildings—Low insurance rates—15 car siding—Central location—Daily truck delivery service covering Connecticut and southern Massachusetts—Bonded with U. S. Customs.

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Security (steel) lift vans for overseas shipments  
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Available almost anywhere.

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Direct Switching Connections into Warehouse  
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Large buildings of modern construction, total floor area 204,000 square  
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Storage of general merchandise.

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Heated rooms for protection against freezing.

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Reinforced Concrete—Sprinkler System

Insurance Rate 20 Cents

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POOL CAR  
DISTRIBUTIONTampa is the logical  
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Store door delivery—Re-packing—Re-shipping

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consign to us and the same will be given our best attention.  
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Correspondence solicited.

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Negotiable Warehouse Receipts Issued

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Truck Accommodations—400 Ft. All  
Under Cover. Reshipping—Merchants'  
Lighterage and Tunnel. Located on  
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220,000 sq. ft. of Modern Storage  
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Low Insurance Rate

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Our special facilities will immediately start  
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Food Storage of all kinds. Package Storage.  
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**DOWNTOWN  
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Most Centrally Located  
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Capacity 1200 Carloads  
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Excellent Shipping  
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No cartage expense on  
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"40 Years of Distinctive Service"

Personal attention of executives to customers. Collections promptly remitted.  
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Modern buildings strategically located. Direct trackage  
connections with C&NW, B&O, Soo Line, PM, CGW,  
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Details of this complete service are described in a book-  
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**LARGE AND SMALL SHIPPERS  
THREE MODERN MERCHANDISE  
WAREHOUSES**

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**With convenient locations**

*for Local Trade.*

**With excellent transportation facilities**

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**With a complete warehouse organization  
fully equipped to handle merchandise rapidly and economically  
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Three merchandise warehouses within ten minutes walk of the Loop district. Direct connections with The Milwaukee Road and the Alton Railroad. Free switching from all railroads entering Chicago. Dock space for receipt of water shipments. Office and warehouse space to rent. Direct tunnel connections for receipt and dispatch of l. c. l. shipments without cartage expense . . . Merchants' Forwarding Terminals Company distribution service . . . Special facilities for the storage of wines.

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*Also Operating*

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372 WEST ONTARIO STREET  
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**Complete Warehouse and Storage Service**

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*For Unexcelled Location and Service*

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### Merchandise Storage—Pool Car Distribution

Less Carloads To and From All Trunk Lines, North Shore Electric and Aurora and Elgin Elec., and Their Connections Handled Without Cartage Charges.  
Cool Temperatures—Candy Stored All Year

**Ground Floor Warehouse Spaces With or Without  
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Complete facilities for the Storage, Removal, Packing or Shipping of

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## Bon Ami

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STORAGE CARTAGE RESHIPPING LOANS

LOCATED IN THE CENTER OF DISTRIBUTION

FINEST RAILROAD FACILITIES

LOWEST INSURANCE RATES

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Merchandise Storage and Distributors

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MONEY ADVANCED

Our ample financial resources enable you to negotiate loans right  
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MAIN OFFICE—225 E. ILLINOIS ST., CHICAGO

Prompt Delivery and Best of Service

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**WERNER BROS. KENNELLY CO**STORAGE  
MOVING  
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Chicago Shipments

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Consigned to

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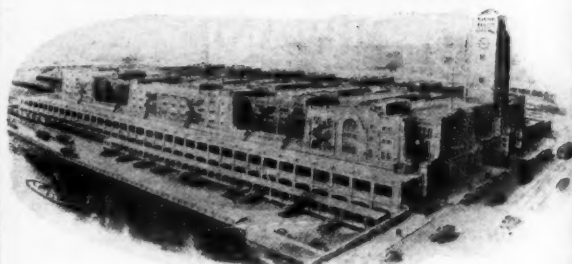
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**Get Nearer  
To Your Market****AN INSTITUTION BUILT TO  
SERVE**

Merchandise Storage &amp; Distribution

Pool Cars Distributed

Rail Shipments Anywhere—Without

Cartage Expense

Office and Space For Lease

**WESTERN WAREHOUSING CO.  
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**DANVILLE TRANSFER & STORAGE CO.**The only fireproof warehouse in Danville.  
Storage for household goods and Merchandise Distributing. Conveniently located  
in the heart of the wholesale district. Private siding to warehouse, and free  
switching from all railroads.**Low Insurance Rate**Danville is the breaking point of Eastern and Western Classification of freight  
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(Shumate Transfer)

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TRANSFER—STORAGE

MOVING—PACKING—DISTRIBUTION

BONDED :: LICENSED :: INSURED CARRIERS

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**The Mississippi Avenue Warehouses**

of the St. Louis Cotton Compress Co.

EAST ST. LOUIS, ILL.

MERCHANDISE - AUTOS - DISTRIBUTION

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Merchandise and Furniture Storage, Long Distance Hauling.  
Bonded Warehouse. Storing, Packing, Shipping.

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Telephones 501 and 502

**Joliet Warehouse and Transfer Company**  
Joliet, Illinois

**MERCHANDISE STORAGE AND DISTRIBUTION**  
Best distributing point in Middle West.  
Located on five Trunk Lines and Outer Belt which connects with every road entering Chicago.  
No switching charges.  
Chicago freight rates apply.

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FREIGHT DISTRIBUTORS FOR MOLINE, ROCK ISLAND, EAST MOLINE AND SILVIS, ILL., DAVENPORT, IOWA, AND UPPER MISSISSIPPI VALLEY  
Send your freight to us at Moline for distribution as we are in the center of the group of cities here and the haul will be shorter. We have our own private track at the warehouse and our own "eam track. Forwarding and reconsigning. We don't expect your account unless we can show you a definite advantage over present methods.

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**All Points of the Compass**



Peoria is the logical center of distribution for Illinois.

We will be pleased to explain our service and facilities.  
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THE CENTER OF THE QUAD-CITIES  
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**'Necco Sweets'**

Read DISTRIBUTION & WAREHOUSING  
and consult the Directory of Warehouses

**EVANSVILLE, IND.**

"Where waterway-railway-highway meet"

**MEAD JOHNSON TERMINAL CORPORATION**



Subscribers to the Merchandise Warehousing Trade Code,  
under Certificate No. 34-309.

**Combination River-Rail Truck Terminal & Warehouse**



90,000 sq. ft. floor space on one floor. Served by two railroads—C. & E. I. and I. & N. Reciprocal switching to all Evansville industries. Fireproof; Sprinkler system; Thermostatically heated; Lowest insurance. Ideal trucking facilities. Store door service. Merchandise storage. Pool car distribution. Served by American Barge Line, Mississippi Valley Barge Line and Independent Tows.

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FIREPROOF AND NON-FIREPROOF BUILDINGS.  
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"Fireproof" Buildings

**STORAGE, TRANSFER, DISTRIBUTION**

Located in Center of Business District

We have our own truck line and are equipped to make prompt deliveries  
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**Transfer and Fireproof Warehouse**


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I'VE FOUND THE BEST HOTEL VALUE IN NEW YORK CITY.

Just think... a modern, new hotel, in the heart of New York—200 feet from Broadway, on 45th Street. A room and bath for one, \$2.50; for two, \$3.50.

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WILLIAM MADLUNG, Mng. Dir.



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# DIRECTORY OF WAREHOUSES

Distribution and Warehousing  
April, 1934

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SPACE LEASES—MERCHANDISE STORAGE—  
LOW INSURANCE—POOL CARS DISTRIBUTED—  
TRUCK DELIVERIES



"Coburn Service for Efficiency"  
Represented by  
DISTRIBUTION SERVICE, INC.  
New York Chicago San Francisco

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Prompt, careful Warehouse and Transfer Service. Pool car distribution. Our personnel possesses the special knowledge required to ship Farm Implements and Parts, and this class of business is solicited.

Free Switching

Modern Facilities

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General Merchandise Cold Storage. Pool Car Distribution and Checking Out. All Merchandise on Check Out Cars Placed on Platform Ready for Delivery.

CCC & St. L. R.R.

Modern Truck Equipment.

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POOL CAR DISTRIBUTION

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MERCHANDISE AND MACHINERY STORAGE  
Centrally located in Shipping District  
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### Bauermeister Terminal Company

Private R.R. Track Capacity 21 Cars connecting with all Lines.

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Motor Trucks for Store Door Delivery. Our clients do the selling—we do the rest. U. S. Licensed and Bonded Canned Foods Warehouse License No. 12-4.

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Including Rock Island and Moline, Ill.

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Fireproof Warehouse, on Trackage—in the Business and Shipping District of Davenport.

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Merchandise and Household Goods Storage  
Private Siding—Free switch from any R.R. entering Des Moines

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Fire  
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**MERCHANTS**  
TRANSFER & STORAGE CO.

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TRY OUR SUPERIOR SERVICE

35 years' warehousing nationally known accounts gives you Guaranteed Service  
Daily reports of shipments and attention to every detail.

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ESTABLISHED 1880

### White Line Transfer & Storage Co.

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Moving; Packing; Shipping, Consolidators and Forwarders

Fireproof and Non-Fireproof Storage of

AUTOMOBILES, INFLAMMABLES, HOUSEHOLD GOODS  
MERCHANDISE (All Kinds)

Private Sidings—Free Switching to and from All Lines Entering Des Moines (Lowest Insurance)

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Hub of Northern Iowa  
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Fireproof Storage of All Kinds

MASON CITY, IOWA

Served by: C&NW, CRI&P, CGW, CMS&P&P & M&StL RAILWAYS

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"Our Customers Are Always Satisfied"

### Iseminger's Storage and Cartage Co.

Your Choice for the Sioux City Territory  
Transfer and Storage of Household Goods  
Distribution of Merchandise

C. W. ISEMINGER, Mgr.

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Fireproof Warehouse

Motor Truck Service

Distributing and Warehousing All Classes of  
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Household Goods Storage, Packing, Shipping,  
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An Ideal Distribution Point for Kansas.

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### Sales Building Distribution

BY

Overnite Delivery to Points Between Wichita and Denver  
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THE UNDERWOOD TRANSPORT CORP.

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**CODY**

**Transfer & Storage Co.**

Fireproof Warehouse — Merchandise and Household Goods  
Private siding — Free switching — Pool car distribution

**KANSAS CITY, KANSAS**

**Inter-State Transfer and Storage Company**  
**FIREPROOF WAREHOUSE**

Packing, Moving, Storing and Shipping  
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L. J. CANFIELD, Proprietor

Telephone Drexel 3420

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FIREPROOF WAREHOUSES FOR MERCHANDISE & HOUSEHOLD GOODS  
TWICE DAILY TRUCK SERVICE TOPEKA-KANSAS CITY  
CITY-WIDE DELIVERY SERVICE  
Private Switch Connections AT & SF, CRI & P, U.P. and M.P.

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**MID-CONTINENT**  
**WAREHOUSE COMPANY**

BONDED

East William St., Commerce to Santa Fe  
**MERCHANDISE STORAGE**  
**DISTRIBUTION**

A SUPERIOR SERVICE REASONABLY  
AND INTELLIGENTLY RENDERED

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Telephone 3-5289

Forty years' experience in handling merchandise

**WICHITA, KANSAS**



**WICHITA, KANSAS**

*A Modern Distribution and  
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**Brokers Office & Warehouse Co.**

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**WHAT IT MEANS TO YOU**

Not something for nothing, but doing what you want  
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**AT YOUR SERVICE**

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**THREE LARGE**  
**WAREHOUSES**

Fireproof and Non Fireproof. Centrally Located.  
Warehouses on Private Sidings. Free Switching Charges.  
DISTRIBUTION OF POOL CARS A SPECIALTY  
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WE FURNISH MOTOR TRUCKS AND TEAM SERVICE  
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Fireproof Storage and Sprinkler System

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MOVE—PACK—SHIP

Member: Mayflower Warehousemen's Association

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135-141 North Santa Fe Street, Wichita, Kansas  
Established 1914 Merchandise Storage Only

We have over 50,000 square feet storage space. Storage and distribution rates quoted on application. Reinforced steel and concrete, fire-proof building. Very low insurance rates. One hour watchman service. Located on the Wichita Terminal Association and the Atchison, Santa Fe railroad tracks. Chicago, Rock Island, St. Louis, San Francisco, Missouri Pacific Railroads. Own private track with facility to handle six cars. Local distribution by our own trucks. We specialize in pool car service.  
"Courtesy and Service"

**LOUISVILLE, KY.**

**Louisville Public Warehouse Company**  
25 WAREHOUSES \$750,000 CAPITAL

Louisville Member

**AMERICAN CHAIN—DISTRIBUTION SERVICE, INC.**

Gen'l Mds.

H. H. Goods

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**'BABY RUTH' CANDY**

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and consult the Directory of Warehouses

The Men Who Distribute

**Cream of Wheat**

Read **DISTRIBUTION AND WAREHOUSING**  
and consult the Directory of Warehouses

## ALEXANDRIA, LA.

**ALEXANDRIA'S  
MINUTE MOVERS**

Moving . . . Crating . . . Storage

Your Next Move . . . let Ellington's arrange it. Every detail attended to. Every need anticipated. Every service included . . . the best costs no more.

Insured Carriers for Local and Long Distance Hauling. Motor truck and team service. Pool cars distributed. Consign shipments via T & P or M.P.

HOUSEHOLD GOODS

Member of T.S.W.

**ELLINGTON'S TRANSFER & STORAGE CO.**PHONE 7  
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**NEW ORLEANS**

In the heart of the Commercial District

at New Orleans we have a distributing depot for package freight, operated for the particular service of the traffic manager by a specialized organization that will handle orders as promptly and efficiently as your own shipping department.

MODERN STORAGE WAREHOUSES  
MERCHANDISE DISTRIBUTORS**Commercial Terminal Warehouse Co., Inc.**

N. Peters Conti Clay and St. Louis Sts.

Office: 403 N. Peters

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CENTRAL DISTRIBUTION BUREAU  
1775 Broadway

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**Douglas Shippide Storage &  
Douglas Public Service Corps.**

New Orleans, La.  
Sprinklered storage—  
1,050,000 square feet.  
Mdse. and Furniture.  
Switch track capacity  
—60 cars.  
Nine warehouses convenient to your trade.  
Loans made against negotiable receipts.  
Trucking Department operating 35 trucks.  
Insurance Rates 12c to 22c.

Represented by  
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**Faulk-Collier Bonded Warehouses, Inc.**  
Operating

Bonded Brick Warehouses for Merchandise and Household Goods Storage. Trucks for All Classes Drayage. Private Sidings Missouri Pacific Ry. Switching Limits All Rail Lines and River Connections. Our Traffic Department Will Help Solve Your Distribution Problems.

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**Importers' Bonded Warehouse  
and****Bienville Warehouses Corporation, Inc.**

R. W. DISTRICH, President

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Complete Warehousing and Distribution Service for New Orleans and its territory.

200,000 square feet of storage space with track room for 30 cars at one placement. Licensed by and bonded to the State of Louisiana, and the U. S. Government.

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Modern Fireproof Warehouse

You may depend on us to treat your clients as our own when you call on us to serve them in New Orleans.

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**NEW ORLEANS, LA.**

2nd PORT, U. S. A.

All cement warehouses, low insurance, low handling costs.

Located on Mississippi River—Shippide connection.

Electrical unloading and piling devices provided to eliminate damage in handling.

Excellent switching connections, with all lines entering New Orleans.

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New Orleans, La.

## NEW ORLEANS, LA.

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**Standard Warehouse Company, Inc.**

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New Orleans, La.

Twenty trucks and twenty cars can be handled simultaneously at our 800 feet of platform. Rail and water facilities are at our doors. More than 100,000 feet of space, and every possible facility for storage, drayage, distribution of pool cars. In fact, every branch of the merchandise warehouse industry is at your immediate disposal.

Members of Southern Warehousemen's Association

The Men Who Distribute

**Crystal Domino Sugar**

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The Men Who Distribute

**General Electric Products**

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and consult the Directory of Warehouses





BANGOR, MAINE

**McLAUGHLIN WAREHOUSE CO.**  
Established 1875 Incorporated 1918  
**General Storage and Distributing**

Rail and Water Connection—Private Siding

Member  
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American Warehousemen's Association  
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*Your Clients Efficiently Served  
All Collections Promptly Remitted*

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Household Goods Pool Car Distribution Merchandise  
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**Galt Block Warehouse Company**  
Portland, Maine  
Storage, General Merchandise, Household Goods and Automobiles  
Private track, sprinkler equipped, low insurance rate. Storage in Transit on Flour, Cereals and Canned Goods.  
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J. S. SAWTELLE, Manager

BALTIMORE, MD.

For Details See Directory Issue  
Distribution and Warehousing

**BALTIMORE FIDELITY WAREHOUSE CO.**  
T. E. WITTERS, President  
Baltimore's Most Modern Merchandise Warehouses  
Rail and Water Facilities  
Pool Car Distribution—Storage—Forwarding  
Private Siding Western Maryland Railway

BALTIMORE, MD.


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**Norman Geipe**  
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**Fireproof Storage Warehouses**  
General Offices: 524-530 West Lafayette Ave.

HOUSEHOLD GOODS AND  
MERCHANDISE

25 VANS QUICK DELIVERIES  
LONG DISTANCE MOTOR FREIGHT



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Established 1905 THOS. H. VICKERY, Pres.  
MEMBER

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**BALTIMORE**  
**STORAGE CO.**

Charles and 26th Sts.  
Every facility for the handling of your shipments



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Merchandise—Storage

**McCormick Warehouse Co., Inc.**  
McCormick Bldg. Rail Connections

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Est. 1904

**CENTRAL WAREHOUSE CO., Inc.**  
Rail Connections — Motor Trucks — Pool Car Service  
**Merchandise Storage and Distribution**  
Complete Branch Warehouse Service — Low Insurance  
Located in Heart of Wholesale and Jobbing District  
4 Blocks from Actual Center of City  
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**TRANSFER AND STORAGE CO.**

Offering the most complete Moving, Hauling and Freight Service in Baltimore  
Handling Distribution of Nationally Known Products for 36 Years  
Fleet of Delivery Trucks Covering City and Vicinity Twice Daily  
"U. S. Customs Bonded Drayman"  
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**STORAGE CO.**  
15 W. NORTH AVE.

FIREPROOF MODERN WAREHOUSE  
MOTOR VAN SERVICE  
EFFICIENT AND COURTEOUS MANAGEMENT

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*Satisfactory service guaranteed*

**The Terminal Warehouse Company**  
**of Baltimore City**  
*has received, stored and distributed merchandise  
since the year 1893*  
The four warehouses operated by the Company have Pennsylvania Railroad sidings and one has also a steamship pier extending into the harbor.

The Men Who Distribute  
**Mellin's Food**  
Read DISTRIBUTION AND WAREHOUSING  
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24-32 Farnsworth Street

GENERAL MERCHANDISE

Free and Bonded Storage

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Member Mass. W. A.

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**FOR BOSTON and VICINITY***Use This Complete Service*

Every modern facility for handling shipments of household goods to Boston, including special equipment for lift vans and containers.

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Members—N. F. W. A.,—Mass. W. A.,—A. F. L.,—Can. W. A.  
Operating Dorchester Fireproof Storage Warehouse

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SERVICEGENERAL  
MERCHANDISE STORAGECENTRAL  
LOCATION*Pool Car Distribution**Sidings on N. Y., N. H. & H. R. R.*

38 STILLINGS ST.

BOSTON

## BOSTON, MASS.

Established 1896

PACKING MOVING

D.W. **DUNN** CO.

STORING SHIPPING

COMPLETE WAREHOUSING FACILITIES  
CONTAINER SERVICE

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Storage Capacity, 100,000 Sq. Ft.

Low insurance rate, direct track connection N. Y., N. H. &amp; Hartford R. R. General Merchandise. Storage and distribution. Negotiable and Non-negotiable warehouse receipts. Space reserved for merchandise requiring non-freezing temperature.

*Pool Car Shipments — Auto Truck Service*

William F. Heavey, President and General Manager

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FREE AND BONDED STORAGE

Direct Track Connection B. &amp; M. R. R.

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Hoosac Stores, Hoosac Docks, Charlestown, Mass.

Warren Bridge Warehouse, Charlestown, Mass.

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Boston and Maine R. R.

## ALBANY TERMINAL STORES

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Boston and Albany R. R.

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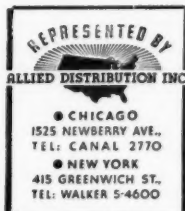
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AND  
DISTRIBUTING CO.**GENERAL MERCHANDISE  
STORAGE

Free and Bonded Space

Pool Car Service



Successors to

FRANCIS FITZ CO. AND THE  
GENERAL STORAGE DIVISION  
OF QUINCY MARKET COLD  
STORAGE AND WAREHOUSE  
CO.*Rail and Motor Truck Deliveries  
to All Points in New England*

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Boston (29)

Mass.

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Mystic Wharf,  
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South Boston

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Established 1830

**D. S. WOODBERRY CO.**

P. O. Box 57, North Postal Station, Boston

FORWARDERS & STORAGE

*Pool Car Distribution Specialists for New England  
Boston & Maine R. R. Siding*

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Consign Your  
Lift Van Shipments to Us**CLARK & REID CO., Inc.**

380 GREEN ST., CAMBRIDGE, MASS.

PACKING, STORING, SHIPPING OF  
HOUSEHOLD GOODS

OUR SERVICE INCLUDES ALL GREATER BOSTON

Member of { Massachusetts Warehousemen's Association  
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## BOSTON, MASS.

NEW BEDFORD, MASS.

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& H. R. R.**Keogh Storage Co.**

Gen. Offices: Fall River, Mass.

Gen. Merchandise Storage

and Pool Car Distribution

Local and Long Distance Trucking.

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NEW BEDFORD, MASS.  
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Inc.**

78 Fourth St.  
General Merchandise

STORAGE AND DISTRIBUTION—POOL CAR SHIPMENTS  
DIRECT N. Y., N. H. & H. R. R.—MEMBERS A. W. A.

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**Mills Storage and Warehouse Co.**  
PUBLIC BONDED WAREHOUSES  
Household Goods, Pianos, Trunks and Merchandise  
*Local and Long Distance Moving and Hauling*  
Household Goods Packed and Shipped to All Points  
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PITTSFIELD, MASS.

**T. ROBERTS & SONS, INC.**  
Local and Long Distance Furniture Moving

Fireproof Storage Warehouses  
Household Goods Storage — Packing — Shipping  
Merchandise Storage and Distribution  
Pool Car Distribution

DIRECT R.R. SIDING B. & A. R.R. OR ANY R.R.

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**Atlantic States Warehouse  
and Cold Storage  
Corporation**

385 LIBERTY ST.

General Merchandise and Household Goods Storage  
Cold Storage for Butter, Eggs, Poultry, Cheese, Meats  
and Citrous Fruits

B. & A. Sidings and N. Y., N. H. & H. R. R. and  
B. & M. R. R.

Member { A. W. A. *Daily Trucking Service to*  
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*radius of fifty miles.*

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79 Page Blvd., Springfield, Mass.  
General Merchandise Storage  
"We specialize in service."

Our service includes everything that a manufacturer, distributor, broker or agent  
desires for himself or his customers.

B. & A. R. R. Siding—New Haven and B. & M. Connections  
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STORAGE AND DISTRIBUTION SERVICE WITHIN 150-MILE  
RADIUS. SPECIAL FACILITIES FOR STORING, MOVING,  
PACKING AND SHIPPING OF HOUSEHOLD EFFECTS.  
ALSO WAREHOUSES AT BRIDGEPORT AND HARTFORD,  
CONN.

Member of A.W.A., N.F.W.A., A.C.W., A.V.L.

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M. F. Baier, Pres.  
**BAIER TRANSFER & STORAGE CO.**  
43 Griswold St.

DAILY MOTOR FREIGHT SERVICE BETWEEN  
DETROIT—TOLEDO—CLEVELAND—FLINT—  
BAY CITY AND SAGINAW

Canadian License

Member: NFWA—AVL and MichWAssn.

DETROIT, MICH.

**We Have Doubled Our Facilities  
and Doubled Our Service . . .**



Two great storage and distributing systems  
have been merged to increase their useful-  
ness in the warehouse field.

**Central Detroit Warehouse**

Located in the heart of the wholesale and jobbing  
district, within a half-mile of all freight terminals.  
Modern buildings, lowest insurance rate in city.

**Michigan Terminal Warehouses**

Wyoming and Brandt Avenues

Modern concrete buildings, fully sprinklered,  
serving the west side of Detroit and the City of  
Dearborn. Specializing in heavy and light package  
merchandise and liquid commodities in bulk. Con-  
nected directly with every railroad entering the city.

**CENTRAL DETROIT WAREHOUSE CO.**

Fort and Tenth Streets, Detroit, Mich.

DETROIT, MICH.

**FEDERAL  
WAREHOUSE COMPANY**

*Personal Service that is different*

Pool car distribution by our own trucks

Lafayette 1157-1135

Try us and be convinced

DETROIT, MICH.

**Henry & Schram Storage &  
Trucking Company**

"The Warehouse of Service"

Merchandise Storage—General Trucking

Car Load Distribution

Private Siding on

Wabash—Canadian Pacific—Pennsylvania  
Pere Marquette Railways

Cartage Agents Wabash and Canadian Pacific Railways

"Your Interests Are Always Ours"

1941-63 W. Fort Street

Detroit, Michigan

The Men Who Distribute

**Linde Air Products**

Read DISTRIBUTION & WAREHOUSING  
and consult the Directory of Warehouses



DETROIT, MICH.



Ferry Ave., E. and Grand Trunk Railway

Local, regional and storage-in-transit service, offering every facility known to modern distribution.

New  
Ultra-Modern  
Plant

Trunk Line  
Terminal  
Complete Service

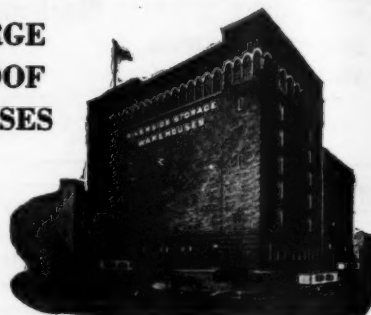
Continents-wide Connections

DETROIT, MICH.

James D. Dunn, President and Treasurer

FOUR LARGE  
FIRE - PROOF  
WAREHOUSES

STORAGE  
PACKING  
SHIPPING



Household Goods

**"SERVICE WITH SECURITY"**

Located in the heart of the jobbing district

We solicit the careful handling and warehousing of special merchandise accounts such as Refrigerators, Vacuum and Radio Equipment, Washing and Ironing Machines, Drugs and Toilet Supplies and package goods of every kind.

Personal service guaranteed. Let us represent your interests in Detroit.

RIVERSIDE STORAGE AND CARTAGE CO.  
Cass and Congress Sts. Detroit, Mich.

Member: NFWA—AWAm—MichFWA—MichWA—DFWA

DETROIT, MICH.

John F. Ivory Stge. Co., Inc.

MOVING—PACKING—SHIPPING  
STORAGE—PRIVATE SIDING

6554 Hamilton Ave., Detroit, Mich.

FLINT, MICH.

**CENTRAL WAREHOUSE CO.**

WATER AND SMITH STS.

COMPLETE WAREHOUSING SERVICE

SPRINKLERED RISK G. T. TRACKAGE

DETROIT, MICH.

**JEFFERSON  
TERMINAL WAREHOUSE**

Detroit 1900 E. Jefferson Ave. Michigan

MERCHANDISE WAREHOUSING  
and DISTRIBUTION

Our reinforced concrete building, centrally located, assures very prompt delivery of goods to our patrons' customers. Desirable offices for rent. Quick service on pool cars. Prompt reshipments and city deliveries by our own motor trucks.

GRAND RAPIDS, MICH.

A COMPLETE WAREHOUSING AND  
DISTRIBUTING SERVICE

**COLUMBIAN STORAGE & TRANSFER CO.**

Approximately 75% of All Commercial Storage  
in Grand Rapids Handled Thru Columbian

KALAMAZOO, MICH.

THE LARGEST MERCHANDISE WAREHOUSE  
IN SOUTHWESTERN MICHIGAN

Private Siding. Free Switching Service.  
Moving—Packing—Storage

**NATIONAL STORAGE COMPANY**

Fireproof Warehouse  
301-311 EAST WATER ST. KALAMAZOO, MICH.

DETROIT, MICH.

O. E. SPECK, General Manager

**WAYNE WAREHOUSE CO.**

1965 Porter St.

Detroit, Mich.

We operate a recently constructed, modern type warehouse in the downtown, wholesale section. Private siding on the Michigan Central. Every facility for prompt, accurate distribution of general merchandise accounts. Send your inquiries to attention of O. E. Speck, General Manager

Member of Distribution Service, Inc.

LANSING, MICH.

"Center of Michigan"

**FIREPROOF STORAGE CO.**

H. H. HARDY, Manager  
SERVICE—SAFETY—SATISFACTION—GUARANTEED

MOVE—PACK—CRATE—TRANSFER  
FIREPROOF WAREHOUSE—PRIVATE SIDING  
Merchandise Storage—Pool Car Distribution

Member of A. W. A.

LANSING, MICH.

**LANSING STORAGE COMPANY**

The only modern fireproof warehouse in  
Lansing exclusively for household storage.

**RUG—TRUNK—SILVER VAULTS**

WE KNOW HOW

440 No. Washington Ave.  
(Member of Allied Van Lines, Inc.)



PONTIAC, MICH.

Member—N.F.W.A., A.V.L., Mich. F. W. A.

**GAUKLER FIREPROOF STORAGE CO.**

Moving, storing, packing and shipping of household goods

8-11 ORCHARD LAKE AVE.  
Operated in conjunction with

**PONTIAC CARTAGE COMPANY**

350 S. JESSIE ST. AT G. T. R. R.

Merchandise distribution and warehousing  
Fireproof warehouse—Office space—Private siding

SAGINAW, MICH.

**CENTRAL WAREHOUSE CO.**

GENERAL WAREHOUSEMEN AND FORWARDERS

MERCHANDISE DISTRIBUTION

SPRINKLER SYSTEM

Private Sidings M. C. R. R.

SAGINAW, MICH.

Office  
N. Michigan Ave.

DULUTH, MINN.

**MCDougALL TERMINAL and COLD STORAGE CO.**

DULUTH, MINN.

THE GATEWAY TO THE NORTHWEST

Cold  
Storage



General  
Merchandise

POOL CAR DISTRIBUTION

LOCATED IN THE HEART OF THE JOBBING DISTRICT

LOW INSURANCE RATE

R. D. ALWORTH, Pres. B. E. HALGREN, Gen. Mgr.

MINNEAPOLIS, MINN.

Established 1880

**CAMERON**

**TRANSFER & STORAGE CO.**

734-758 Fourth St. No.

Conveniently located on CBQ & GN Ry. tracks.  
Local and long distance motor truck service.

MINNEAPOLIS, MINN.

**KEDNEY**  
**WAREHOUSE COMPANY**

*Complete Distribution Service*

MINNEAPOLIS

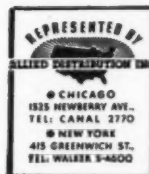
617 Washington Ave., N.

Operating 200,000 square feet of modern, low insurance rate space. Protected by A.D.T. fire alarm system. Private railroad sidings on G.N. and C.B.&Q. Motor trucks for prompt store-door delivery.

ST. PAUL

8th & Johns St.

Operating 150,000 square feet of modern reinforced concrete space, with sprinkler protection. Private railroad sidings on G.N. and C.B.&Q. Motor trucks for prompt store-door delivery.



ST. PAUL, MINN.



Here you get close to MINNEAPOLIS Buyers

MINNEAPOLIS, MINN.

**The Northwestern**

**TERMINAL**

PUBLIC BONDED WAREHOUSE

WITH COMPLETE FACILITIES

OPERATING OFFICE: 800 Stinson Boulevard, Minneapolis, Minn.  
Members, Minn. W.A.

MINNEAPOLIS, MINN.

In Minneapolis—

**Minneapolis Terminal Warehouse Company**

provides complete storage and distribution services for the Northwest market for many of the largest national distributors.

In St. Paul and Minnesota Transfer—

**St. Paul Terminal Warehouse Company**

offers identical services and facilities under the same management.  
We invite your inquiries.

The Men Who Distribute

**Bordens Milk Products**

Read DISTRIBUTION & WAREHOUSING  
and consult the Directory of Warehouses

The Men Who Distribute

**Jaques Baking Powder**

Read DISTRIBUTION AND WAREHOUSING  
and consult the Directory of Warehouses

## MOORHEAD, MINN.

*"Service That Satisfies"***MOORHEAD  
STORAGE AND TRANSFER CO.**

(Operated by Leonard, Crosset &amp; Riley, Inc.)

A complete merchandise and pool car distribution Warehouse, Bonded. Steam heat and sprinkler system throughout entire building. On main line G. N. &amp; N. P. Railways, our own private Terminals. Lowest insurance rates any storage warehouse in the Northwest.

## ROCHESTER, MINN.

**Carey Transfer & Storage**

903 6th St., N. W.

SB. Warehouse: (MDSE &amp; HHG). City and interurban delivery of Merchandise. Movers, packers, shippers and manufacturers' distributors. Motor van service. Assoc. AWA MinnWA.

## ST. PAUL, MINN.

**CENTRAL WAREHOUSE COMPANY  
SAINT PAUL-MINNEAPOLIS**

At the junction of nine railroads where one stock serves the Twin Cities and Northwest. L. C. L. shipping without carting. Twenty warehouses. Five miles of trackage. Served by our own electric locomotive.

**MERCHANDISE STORAGE****DISTRIBUTION COLD STORAGE**

\$2,000,000.00 investment. \$50,000.00 bond. Shipping station—Minn. Transfer, Minn.

Represented by

**DISTRIBUTION SERVICE, INC.**100 Broad St. 445 W. Erie St. 833 Third St.  
NEW YORK CITY CHICAGO SAN FRANCISCO  
Phone Bowling Green 9-9956 Phone Sup. 7180 Phone Sutter 3481*An Association of Good Warehouses  
Located at Strategic Distribution Centers*

## ST. PAUL, MINN.

In St. Paul and Minnesota Transfer—

**St. Paul Terminal Warehouse Company**

provides complete storage and distribution services for the Northwest market for many of the largest national distributors.

In Minneapolis—

**Minneapolis Terminal Warehouse Company**

offers identical services and facilities under the same management. We invite your inquiries.

## JACKSON, MISS.

MEMBER

**RICKS STORAGE CO.****BONDED WAREHOUSEMEN**Complete Warehouse Facilities for Storage and Distribution  
**MERCHANDISE**Experienced Organization and Equipment for  
**MOVING, PACKING AND STORING  
HOUSEHOLD GOODS**Modern Buildings, Sprinklered, Private Siding ICRR Co.,  
Low Insurance Rate**MOTOR TRUCK SERVICE**

## VICKSBURG, MISS.

We have the facilities for serving you and your trade to the best possible advantage.

**Z. B. SCHWARZ & CO.****VICKSBURG, MISSISSIPPI**THE CENTRAL DISTRIBUTING POINT FOR MISSISSIPPI AND LOUISIANA  
MODERN, SPRINKLERED WAREHOUSE—MOTOR FREIGHT DEPOT—  
BONDED, INSURED TRUCK SERVICE*Pool Cars a Specialty—Maximum Service at Minimum Cost*

The Men Who Distribute

**McDougall Kitchen Cabinets**Read **DISTRIBUTION & WAREHOUSING**  
and consult the Directory of Warehouses

## JOPLIN, MO.

**Tonnies Transfer & Storage Co.**

1027-41 Virginia Ave.

Joplin, Mo.

Distribution and storage of merchandise  
Fireproof warehouses—Motor van service  
On railroad siding—Lowest Insurance rates**PACKING—STORAGE—SHIPPING**

## KANSAS CITY, MO.

In Kansas City

*it's the* **A-B-C FIREPROOF  
WAREHOUSE CO.**

Distribution Cars are so handled as to carefully safeguard your own interests and those of your customers.

Three Fireproof  
Constructed WarehousesAgents  
Allied Van Lines, Inc.

## KANSAS CITY, MO.

MERCHANDISE STORAGE  
LOW INSURANCE RATES  
POOL CAR DISTRIBUTION  
FREIGHT FORWARDERS  
AND DISTRIBUTORS  
DAILY TRUCK SERVICE  
TO ENTIRE SOUTHWESTMEMBER OF  
American Chain of Warehouses  
American Warehousemen's  
Association • Traffic Club  
Chamber of Commerce

**ADAMS**  
**TRANSFER & STORAGE CO.**  
"Surrounded by the Wholesale District"  
UNION TRUCK TERMINALS  
228-236  
West Fourth St.

## KANSAS CITY, MO.

*"OVER 50 YEARS OF KNOWING HOW"***CENTRAL STORAGE CO.**

PROVIDES

*"Kansas City's Best Warehouse Service"*PACKAGE STORAGE—OFFICE SPACE—SPACE LEASES—  
TRUCK DELIVERIES—POOL CARS DISTRIBUTED—  
LOW INSURANCE

Main Office and Plant—1427 West 9th St.

In Center of Wholesale and Freight House District

## KANSAS CITY, MO.

Financing

**CROOKS TERMINAL WAREHOUSES***"Kansas City's Finest Warehouses"*

LOWEST INSURANCE RATES

BEST RAILROAD FACILITIES

IN THE HEART OF THE FREIGHT

HOUSE AND WHOLESALE DISTRICT

Operating

Brokers' Warehouse, Security Warehouse, Terminal Warehouse

## KANSAS CITY, MO.

**MONARCH STORAGE**

DAN P. BRAY, Pres.

Main Office  
1818 E. 31st St.Branch Office  
38th & Main

Member of Mayflower Warehousemen's Association

## KANSAS CITY, MO.

**W. E. Murray Transfer & Storage Co.**Modern Fireproof Warehouse with private siding on terminal tracks  
connecting all Railroads.

Distribution and Storage Merchandise and H. H. Goods.

Pool Cars Promptly Handled and Reports Mailed in.

Motor Truck Service, City and Interurban.

**LOWEST INSURANCE RATE IN KANSAS CITY**

2015-17-19 Grand Ave.

Kansas City, Mo.

## KANSAS CITY, MO.

**THE ONLY WAY TRANSFER  
& WAREHOUSE COMPANY**Merchandise  
Storage and Drayage  
Pool Car DistributorsParcel Post Forwarders  
Track connections with all  
railroads.

In the heart of the Freight House and Wholesale District

*"30 years of continuous service"*



KANSAS CITY, MO.

Member American Warehousemen's Assn.  
Missouri Warehousemen's Assn.  
E. C. Warehousemen's Assn.

**RADIAL WAREHOUSE COMPANY**

**POOL CAR**

Shipments Forwarded Without Drayage Charge

**MERCHANDISE  
Storage and Distribution**

We solicit your business and offer you SERVICE that is satisfactory at all times.

KANSAS CITY, MO.

**The H. H. SMITH STORAGE CO., Inc.**

1015-19 MULBERRY ST.

General Merchandise Storage and Distribution

Office and Loft Space to Lease

Private Sidings—CBQ—U.P.Rys.

KANSAS CITY, MO.



**UNITED WAREHOUSE CO.**  
Merchandise Warehouses  
at  
TWO BIG  
MARKETS  
WICHITA, KANSAS — KANSAS CITY, MO.

KANSAS CITY, MO.

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**WALNUT  
STORAGE**

BONDED  
WAREHOUSE

COMPLETE  
FACILITIES

ST. LOUIS, MO.

ESTABLISHED 1913

Unsurpassed Facilities for Handling  
Household Goods, Fireproof Warehouse

*Your Interests Will Be Safely Guarded*

**BENA.  
LANGAN**  
STORAGE & VAN CO.

5201 Delmar Blvd.

Member Chamber of Commerce, N. F. W. A.

ST. LOUIS, MO.



**S. N. Long Warehouse**  
ST. LOUIS

*"Business Making Service"*



ST. LOUIS, MO.

**St. Louis Mart, Inc.**

Warehouse Division



**Merchandise Storage**

State and U. S. Customs Bonded

12th Blvd. at Spruce St.

St. Louis, Mo.

**ST. LOUIS TERMINAL  
WAREHOUSE CO.**



**Largest Warehouse Organization  
in St. Louis**

(For industrial storage)

We operate five separate storage warehouses, all on railroad tracks with private sidings connecting with all rail lines entering St. Louis; also, all warehouses have free carload delivery and receipt of merchandise to and from Mississippi River Barge Line. Three of our warehouses are built over a Union Freight Depot, which permits us to forward your freight economically. Our fleet of trucks deliver to St. Louis and to surrounding towns and cities daily.

We handle a larger volume of business than any other Industrial Storage organization in St. Louis, and our warehouses are so located as to serve every industry conveniently and economically.

Let us help increase your sales by prompt, accurate and courteous service.

24 CLARK AVE. GENERAL OFFICES: ST. LOUIS, MO.

BUTTE, MONT.

**CHRISTIE TRANSFER AND STORAGE CO.**

Merchandise Storage

POOL CAR DISTRIBUTING—FORWARDING—FREIGHT

630 Utah Av., Butte, Montana

Member, A.W.A.—N.F.W.A.—Tr. & Shipmen's Assn. of Mont.

MISSOULA, MONT

J. W. Reely, Prop.

Established 1903

Basement and Warehouse Space Furnished Merchants and Wholesale Houses  
Expert Packing, Crating, Shipping by Rail or Truck

**Reely's General Storage and Transfer**  
DISTRIBUTING AND FORWARDING

Pool Cars, Merchandise, Machinery and Household Goods  
a Specialty

Private Spurs to N. P. and Milwaukee Railways. No Switching Charge  
Warehouse on U. S. Highways No. 10 and 93. Headquarters for Freight Truck Lines  
734 W. BROADWAY, MISSOULA, MONT.

## HASTINGS, NEBR.



1876 1933  
**Borley Storage & Transfer Co., Inc.**  
 Pool Car Distribution  
 FIREPROOF BONDED  
 FREIGHT TRUCK CONNECTION TO ALL  
 OF THE CENTRAL PART OF THE STATE

## LINCOLN, NEBR.

100,000 Sq. Feet  
 Lincoln, Nebraska  
 301 N. 8th Street

35,000 Sq. Feet  
 Grand Island, Nebraska  
 311 W. 4th Street

**SULLIVANS**

1889 44 Years of Continuous Service 1933

Merchandise and Household Storage—Pool Car Distribution.  
 General Cartage—Trucking—Assembling.

We operate Thirty Trucks and have connections to all points in the State.

Our buildings are clean, both Fire and Non-Fireproof, located on the lines of the C. B. & Q.—Mo. Pacific and Union Pacific with all other lines entering either city, absorbing switching.

We are Bonded by the State—Our rates are reasonable. We solicit your business and guarantee satisfaction. Investigation invited.

**SULLIVANS**

Transfer & Storage Co. Grand Island Storage Co.  
 Lincoln, Nebr. Grand Island, Nebr.



## LINCOLN, NEBR.

**UNION TERMINAL WAREHOUSE**

Concrete fireproof construction. 215,000 sq. ft. storage; 3000 sq. ft. office and display space. Consign shipments any railroad. Free switching. Low insurance rates. See D. & W. annual Directory.

**COMPLETE WAREHOUSING SERVICE**

Member: A. C. W.

## OMAHA, NEBR.

16th & Leavenworth, Omaha, Nebr.

**BEKINS**  
**VAN & STORAGE CO.**

MOVING SHIPPING PACKING STORING

Sioux City, Iowa  
 Los Angeles, Cal.  
 San Francisco, Cal.  
 Oakland, Cal.  
 Fresno, Cal.  
 Hollywood, Cal.  
 Sacramento, Cal.  
 Berkeley, Cal.  
 Pasadena, Cal.  
 Santa Barbara, Cal.  
 Beverly Hills, Cal.  
 Glendale, Cal.  
 San Diego, Cal.

## OMAHA, NEBR.

R. J. MAYER, PRESIDENT

**CENTRAL STORAGE & VAN CO.**

MAIN OFFICE: 1101-13 JACKSON ST.

**COMPLETE WAREHOUSING SERVICE**

FIREPROOF WAREHOUSE TRACKAGE MOTOR TRUCKS

## OMAHA, NEBR.

**FIDELITY STORAGE AND VAN COMPANY**

Merchandise and Household Storage  
 Pool Car Distributor

Union Pacific Siding—Free Switching

Low Insurance Rates

Office, 1107 Howard Street Omaha, Nebr.

Member of May. W. A.—Midwest W. & T. A.—Nebr. W. & T. A.

## OMAHA, NEBR.

Member of N.F.W.A.—A.V.L.

**FORD BROS**  
**Van & Storage Co.**

## OMAHA, NEB.

**GORDON**  
 Storage  
 Warehouse, Inc.

*Merchandise and Household Goods*

Four modern, sprinklered warehouses, located on trackage. We handle pool cars, merchandise and household goods. Trucking service. Let us act as your Omaha Branch.

Main Office, 219 N. 11th St.

Member: A.W.A.—N.F.W.A.

## OMAHA, NEBR.

**Pacific Storage & Warehouse Co.**

1007-9-11 JONES STREET

Merchandise Storage and Distribution — Pool cars solicited  
 Private Siding — Motor Trucks

Our Warehouse is in the Center of the Jobbing and Business District.

**SERVICE THAT SATISFIES IS OUR MOTTO**

Members of the Mid-West Warehousemen's Ass'n, American Warehousemen's Ass'n

## OMAHA, NEB.

**THE TERMINAL WAREHOUSE CO.**

MAIN OFFICE 1013-23 JONES ST.

**COMPLETE WAREHOUSING SERVICE**

MEMBER A.W.A. N.F.W.A. A.V.L. N.W.A.

## ATLANTIC CITY, N. J.

**ELDREDGE EXPRESS and STORAGE WAREHOUSE CO.**

Office: 3526 Atlantic Avenue

Inter-City Auto Service  
 Fireproof Storage Warehouse

Heavy Hauling



P. R. R. private  
 railroad siding  
 and storage  
 yard

Storage for  
 Goods and  
 Merchandise  
 Piano Moving

Member of N.F.W.A., N.J.F.W.A., A.V.L.

## EAST ORANGE, N. J.

Established 1887 R. T. BLAUVELT, President

**Lincoln Storage Warehouses**

Bloomfield  
 Caldwell  
 Glen Ridge  
 Irvington

Office, 75 Main Street

Maplewood  
 Montclair  
 Newark  
 Summit

—Serving—

All the Oranges

Agents for Aero Mayflower Transit Company.

## HACKENSACK, N. J.

RUTHERFORD, N. J.

WESTWOOD, N. J.

**GEO. B. HOLMAN & CO., Inc.**

STORAGE

SHIPPING

PACKING

HOUSEHOLD GOODS

Most Modern Equipment in North Jersey

Complete Warehouse Service

Motor Vans for Local and Long Distance Hauling

Members N. J. F. W. A. and N. F. W. A.

Agents: Allied Van Lines, Inc.

JERSEY CITY, N. J.

**Goodman Warehouse Corporation**

Gen. Offices—830 Bergen Ave.  
Most Modern Fireproof Warehouse in the State  
Bayonne Warehouse—21 W. 20th St.  
Specialists in New Furniture Distribution  
Ideal Distribution Point for Wines and Liquors  
Members of N.F.W.A.—N.J.F.W.A.

JERSEY CITY, N. J.



**K. & E. DeLuxe Padded Van Co., Inc.**

Up-to-date facilities for lift van consignments  
Four story modern storage facilities, private siding  
on central railroad, distribution of pool car shipment,  
and a fleet of large padded vans assure speedy delivery.  
Main Office, 79 Kearney Ave., Jersey City, N. J.  
Branch Office, 1775 Broadway, New York City  
Telephone Night and Day, Delaware 3-8280

MILLBURN, N. J.

THE ORANGES  
MAPLEWOOD  
SHORT HILLS  
MADISON  
MORRISTOWN  
CHATHAM

Specialists in Handling  
**Container or Lift Vans**  
Efficient, Economical Delivery  
**RIMBACK STORAGE CO.**

MILLBURN, N. J.  
Members N.J.F.W.A., N.F.W.A.

NEWARK, N. J.

*Distribution Service*

**ESSEX WAREHOUSE CO.**

600 OGDEN ST., NEWARK, N. J.

Located in the very heart of the city.  
Direct R.R. Siding and Piers.

A. W. A.  
N. J. M. W. A.

*Merchandise Storage*

NEWARK, N. J.

**Lehigh Warehouse &  
Transportation Co., Inc.**

98-108 Frelinghuysen Ave., Newark, N. J.

Storage and Distribution of  
General Merchandise.  
Lehigh Valley Railroad siding.  
We operate our own fleet of Motor  
Trucks making store door  
delivery within a radius  
of 30 miles.



The Men Who Distribute  
**Cleveland Tractors**

Read DISTRIBUTION & WAREHOUSING  
and consult the Directory of Warehouses

NEWARK, N. J.

Fine,  
Clean,  
New,  
H H G  
Vaults.  
Central  
Location.  
Equip-  
ment  
for  
handling  
your  
consig-  
nments  
promptly  
and  
intelli-  
gently.



**Knickerbocker Storage  
Warehouse Company**

Newark's Leading Warehouse  
96 to 106 Arlington Street

John Mulligan, Pres. Wm. Mulligan, Vice-Pres.  
James E. Mulligan, Sec. and Mgr.  
MOVING, PACKING, DISTRIBUTION, SHIPPING, MOTOR  
EQUIPMENT  
Member N. F. W. A. and N. J. F. W. A.

PLAINFIELD, N. J.

**SISSER BROS., INC.**  
FIREPROOF STORAGE WAREHOUSES

Offices: 12-16 Grove St.  
Members N.J.F.W.A. & N.F.W.A.

New Jersey's Largest Moving and Distribution Specialists  
Somerville, N. J. New Brunswick, N. J. New York City  
128-136 E. Main St. 25 Livingston Ave. 80 Dey St.



TRENTON, N. J.

**A. V. MANNING'S SONS**  
FIREPROOF WAREHOUSE

Ideal Location for  
Distributors of Wines and Liquors  
In this Territory  
20 SOUTH BROAD STREET

TRENTON, N. J.

**Petry Express & Storage Co.**

(INCORPORATED)  
STORAGE WAREHOUSES  
MERCHANDISE and HOUSEHOLD GOODS  
MOVERS—PACKERS—SHIPPERS  
MOTOR VAN SERVICE

Carloads Distributed. Manufacturers' Distributors.  
Members—N. F. W. A.

The Men Who Distribute

**Fels-Naptha Soap**

Read DISTRIBUTION AND WAREHOUSING  
and consult the Directory of Warehouses



## ALBANY, N. Y.

**Albany Terminal & Security  
Warehouse Co., Inc.**

Main office: 1 Dean Street

Storage for every need. Pool cars a specialty. Available storage space for rent if desired. Direct track connections with all railroads running into Albany.

Member of  
American Chain of Warehouses  
American Warehousemen's Association

## ALBANY, N. Y.



**CENTRAL RAILWAY TERMINAL  
& COLD STORAGE CO., INC. ALBANY, N.Y.**

Colonie and Montgomery Sts.

Telephone 3-4101

General Merchandise—Cooler and sharp freezer Cold Storage; also U. S. Custom Bonded space available. Office and storage space for lease. Fireproof construction with very low insurance rate. Storage in Transit privileges. All classes of modern warehouse and distribution service rendered.

## ALBANY, N. Y.

**Hudson River Storage & Warehouse Corp.**  
(Bonded)

**STORAGE and DISTRIBUTION**  
Private Siding. Sprinklered.

## AMSTERDAM, N. Y.

**GEORGE H. MAUS, INC.**  
STORAGE WAREHOUSES

25-35 Hamilton St., Amsterdam, N. Y.

**PUBLIC STORAGE. SPRINKLER SYSTEM  
LOWEST INSURANCE**

On main line of N.Y.C., West Shore R.R., and New York  
State Barge Canal. U. S. Customs Bonded

## BINGHAMTON, N. Y.

**JOHN B. SOUTHEE, Inc.**  
Moving — Trucking — Storage  
Long Distance Moving

Member of  
National Furniture Warehousemen's Association  
Central New York Warehouse Association  
Chamber of Commerce

Phone—Bing: 4391-4392

Office: 178 State Street

## BROOKLYN, N. Y.

**We Specialize on  
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Call on us at any time for any class of work. We can handle collections for you carefully and quickly. Our strictly fireproof building is ideally equipped for storage of household goods and valuables. We pack goods for shipment. We render our many clients a special service. Our fleet of electric and gasoline vans insures you deliveries immediate and safe. If you need any special service call on us.

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28 to 44 Fulton St., Brooklyn, N. Y.

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Specializing in Pacific Coast Shipments.  
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**FIREPROOF THROUGHOUT**

**Largest and Oldest Established Warehouses in  
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**Modern in Every Respect**

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John D. White, Pres. Chas. D. Strang, V. Pres.  
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**Chas. D. Strang, Inc.**

Fireproof Warehouses

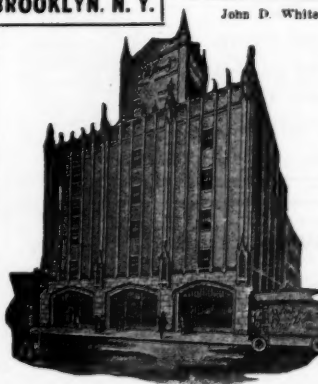
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Strang's Service Secures  
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Consign Your Shipments  
In Our Care

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Member N. F. W. A.  
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Let us tell you how you reach all of them through a small advertisement in



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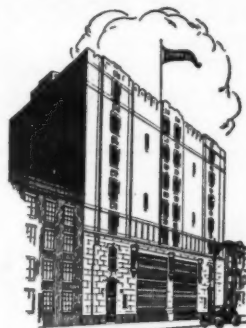
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"First Moving Vans in America"  
Modern Depository for the Storage of Household Goods

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Packing, Shipping, Moving  
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**Knowlton Warehouse Co.**

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**POOL CAR DISTRIBUTION  
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Let us care for your needs in Buffalo

**Larkin Terminal Warehouse**

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Specializes in handling  
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IN THE HEART OF THE WHOLESALE DISTRICT  
**GENERAL MERCHANDISE STORAGE & DISTRIBUTION  
POOL CARS DISTRIBUTED**

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96 Car Track  
Capacity  
1500 Feet Private  
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**We Ship Sudden**

Located on Main Line D. L. & W., Erie, Penna. and L. V. Railroads, who will place cars at our PRIVATE siding without COST.  
BEST Warehouse in the Southern Tier, for Warehousing and Distribution of Pooled Cars.  
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THE HEART OF ALL RESORT ACTIVITY.  
CONTINUES ITS LOW SCALE OF RATES

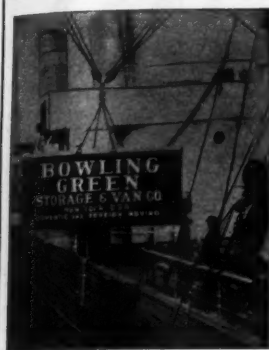
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**FOR ROOM WITH PRIVATE BATH**Salt Water Baths—Surf Bathing from Room  
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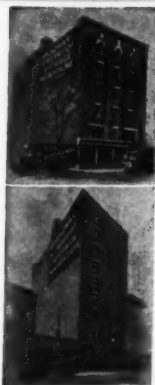
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**MODERN  
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Prompt Delivery and Best of Service

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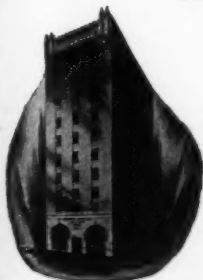
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Efficient and Capable Organization  
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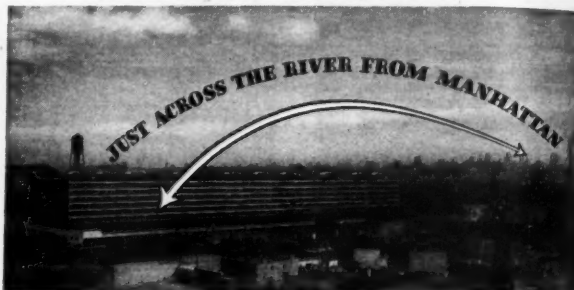
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GENERAL MERCHANDISE STORAGE AND DISTRIBUTION  
IN THE VERY CENTER OF NEW YORK

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Fleet of Motor Trucks for Every Kind of Transportation Need  
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General Distribution and Freight Forwarding  
from an Ultra-Modern Free and Bonded  
Warehouse.

**IDEALLY LOCATED**

IN THE VERY CENTER OF NEW YORK CITY

Adjacent to All Piers, Jobbing Centers  
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Unusual facilities backed by 15 years of freight forwarding and transportation. Large fleet of fast motor trucks for all kinds of distribution. Lehigh Valley R. R. siding—10 car capacity—in the building. Expert handling—domestic or foreign.

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**Horlick's Malted Milk**

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## Offering a Superior Service at a Reasonable Price . . . .

**Fireproof Vaults**

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**Safe Deposit Vaults**

Maintaining a modern fireproof building; easily accessible; storing household goods of every kind in separate fireproof rooms, vaults or galleries which are constructed to properly care for goods of value.

Special vaults for silverware and valuables; also vaults of arctic chill for storage of furs, tapestries, rugs, clothing or any other article of value that requires safeguarding from moth ravages.

Special van equipment for transporting goods to and from warehouse and home or out-of-town. Also house-to-house moving.

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Our experience of 50 years guarantees satisfactory performance.



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Located in the Hub of Greater New York  
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SERVING  
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Steamship facilities — Railroad connections — Motor  
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MOVING & STORAGE CO., INC.

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Good Will, Born of the Performed Promise  
Fifteen Years Building an Organization  
Now We Solicit Your Patronage  
Results Will Be of Mutual Benefit

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Starrett Lehigh Building, bounded by West 26th and West 27th Streets and 11th and 13th Avenues, New York City, affords an excellent location for manufacturing and distribution.

### IT HAS —

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- Floor areas, 52,000 to 124,000 sq. ft. Smaller units may be leased.
- Low insurance rates.
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- Fast passenger elevators.
- Restaurant and barber shop.

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Nationally-known concerns, already occupants of the building, have been able materially to lower their New York operating costs and at the same time increase their efficiency. You, too, can save here.

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**Complete Facilities**

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**GENERAL MERCHANDISE & COLD STORAGE****44 Years of Satisfactory Service**

Direct track connections with the New York Central, Erie and Lehigh Valley Railroads.

Ideally located in the very center of New York. Adjacent to all Piers, Railroad Terminals and Jobbing Centers.

Twenty-five separate warehouses all fully sprinklered, supervisory alarms and low insurance rates.

2,000,000 cubic feet of cold storage space. Separate rooms with temperatures from zero to any degree desired.

**TERMINAL WAREHOUSE COMPANY**

New York

INCORPORATED 1889

27th to 28th Streets, 11th to 13th Avenues  
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**YOUNG'S FIREPROOF WAREHOUSE**

Motor Truck Service for Western New York State  
Daily schedules between Buffalo, Niagara Falls,  
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**DISTRIBUTING AND WAREHOUSING**  
**ALL CLASSES OF MERCHANDISE**  
**HOUSEHOLD GOODS—AUTOS**

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Members N. F. W. A.

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Storage Warehouse

55-55 Railroad Street

General Merchandise Storage . Distribution

Household Goods Storage . Shipping

Pool Cars Distributed and Reshipped

Direct R. R. Siding N. Y. Central

In the Center of Rochester

## ROCHESTER, N. Y.

*"In the Heart of Rochester"***STORAGE—TRUCKING—DISTRIBUTION**

Manufacturers Branch House Service  
Fully Sprinklered Low Insurance  
Private Siding Free Switching  
Prompt Efficient Service

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372-378 EXCHANGE ST. ROCHESTER, N. Y.

The Men Who Distribute

**Ivory Soap**

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Established 1823

Storage of Automobiles and General Merchandise

N. Y. C. R. R. 10 Car Capacity, Private Siding

Pool Car Distribution Motor Service

Heated Throughout Sprinklered Low Insurance Rate

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Offices: 1044 University Ave.

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**MERCHANDISE STORAGE . DISTRIBUTION AND**  
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**Schenectady Storage and Trucking**  
**McCormack Highway**  
**Transportation**

Offices: 160 Erie Blvd.

General Merchandise Storage and Distribution  
Pool Car Distribution Household Goods  
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**Fireproof Throughout**  
**Flagg Storage Warehouse Co.**  
**SYRACUSE, N. Y.**

Protected by Automatic Sprinkler

Consign your Household Goods Shipments in our care  
**MOVING — STORAGE — PACKING — SHIPPING**  
Mdse. Storage Pool Cars Handled  
Private Siding

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**Sell Profitably in**  
**New York State**

We offer you complete,  
low-cost modern warehousing  
in the distributing  
center of New York State.  
Write for details.

Member AWA, ACW,  
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**DISTRIBUTION KING STORAGE**

SINCE 1857

**MERCHANDISE**

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**MOTOR FRT.**  
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**AMERICAN STORAGE & WAREHOUSE CO.**  
CHARLOTTE, N. C.

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MERCHANDISE STORAGE ONLY. POOL CARS DISTRIBUTED.  
MOTOR TRUCK SERVICE LOCAL AND DISTANCE. PRIVATE  
RAILROAD SIDING.

ESTABLISHED 1908

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For Complete Warehouse Service in Troy

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Household Goods, Storage, Packing,

Shipping—Pool Cars Distributed

Fleet of Motor Vans for Local and Long Distance Work

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Bonded fireproof storage.

Household goods and merchandise.

Pool cars handled promptly. Motor Service.

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**Broad Street Warehouse Corporation**

Broad & Mohawk Sts., Utica, N. Y.

**MODERN STORAGE WAREHOUSE**

100,000 Sq. Ft. of Floor Space. Private Siding. Low Insurance Rates.  
Sprinklered and Heated. Private Offices for Manufacturers' Representatives.

Modern Facilities for  
**STORAGE - PACKING - DISTRIBUTION - FORWARDING**  
Of Merchandise, Automobiles, Household Goods  
"IN THE HEART OF NEW YORK STATE"

CHARLOTTE, N.C.



**MERCHANDISE STORAGE**

Pool Car Distributors

Private Sidings

**UNION STORAGE & WAREHOUSE CO., INC.**  
(BONDED)

1000-1008 West Morehead St.

Private Branch Exchange

20 Private Offices

Insurance Rate 25c

MEMBER OF A.W.A.—MAY.W.A.—ALLIED DIST. INC.

UTICA, N. Y.

**Jones-Clark Trucking & Storage Co.**

of Utica, N. Y.

The Heart of New York State and natural distributing  
point. "Jones of Utica" has distributed Merchandise  
and Household Goods for 25 years. Every  
modern facility.

Member: N.F.W.A., Allied Van Lines, Inc.

GREENSBORO, N. C.

E. C. LAND

**Champion Storage & Trucking Co.**

Storage and Distributing Merchandise

Truck Deliveries Within Radius of Fifty Miles.

Light Fast Trucks

213 E. Washington St., Greensboro, N. C.

WHITE PLAINS, N. Y.

**CARPENTER STORAGE, INC.**

Also serving

Tarrytown  
Scarsdale  
Hartdale  
Mamaroneck  
Port Chester  
Larchmont

107-121 Brookfield St.

One of the most modern and best equipped

Storage Warehouses in Westchester.

Household Goods Exclusively

Low Insurance Rate

Packing—Crating—Shipping

Members N.Y.F.W.A.

GREENSBORO, N. C.

**SOUTH ATLANTIC  
BONDED WAREHOUSE CORPORATION**  
GREENSBORO, N. C.

Storage of Merchandise and Household Goods Distribution.  
Operating Union Motor Freight Terminal. Sprinkler  
System. Low Insurance.

Pool Cars Handled Promptly

Member of A.W.A., N.F.W.A.

YONKERS, N. Y.

**McCann's Storage Warehouse Co.**

3 MILL ST.

**Fireproof Storage Warehouse**

Strictly modern in every respect. The largest and latest in Westchester County—serving entire county.

WILMINGTON, N. C.

33,000 Sq. Ft. Floor Space—Fireproof

**Farrar Transfer & Storage Warehouse**

1121 South Front Street

Household Goods, Storage, Packing, Shipping

**POOL CAR DISTRIBUTION**

**MOTOR SERVICE**

Use Private Siding—A. C. L. R. R.

BURLINGTON, N. C.

**Barnwell Warehouse & Brokerage Co.**

Burlington, N. C.

Located in the heart of the Piedmont section of North Carolina.  
Distributing trucks going to practically all points in the State daily.

WINSTON-SALEM, N. C.

Established 1915

**Lentz Transfer & Storage Company**

Office: 232 S. Liberty St., Winston-Salem, N. C.

Fireproof Bonded Warehouse Centrally Located—Ins. Rate .30% cents.—  
General Merchandise Storage and Distribution—Household Goods Storage  
—Packing—Shipping Direct R. R. Siding. Pool Car Distribution—Local  
and Long Distance Moving.

Member of N. F. W. A.



FARGO, N. D.

**Union Storage & Transfer Co., Fargo, N. D.**

General Storage—Cold Storage—Household Goods

Established 1906

Four warehouse units, total of 160,500 sq. ft. floor space—two  
sprinkler equipped and two fireproof construction. Low insurance  
rates. Common storage, cold storage and household goods. Ship in  
our care for prompt and good service.

Office: No. 806-10 Northern Pacific Avenue

AWA—ACW—Minn. WA—NFWA.

The Men Who Distribute

**Nestle's Food**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Directory of Warehouses

## AKRON, OHIO

**Cotter-City View Storage Company**

Main Office—70 Cherry Street

Concrete Warehouse located on B.&O. Railroad  
1031 Sweitzer Ave.

Mill constructed building, sprinklered, low insurance. Local and long-distance cartage.

## AKRON, OHIO

**The KNICKERBOCKER**

WAREHOUSE &amp; STORAGE CO.

36 CHERRY STREET

Household Goods and Merchandise  
Fireproof Warehouse—Local and long distance moving.

## CINCINNATI, OHIO

**THE BALTIMORE AND OHIO WAREHOUSE CO.**Operating large modern warehouses for the storage of general merchandise at  
Second and Smith Sts. and at Sixth and Baymiller Sts.Special room for storage of semi-perishable goods: Nuts, Dried Fruits, Rice,  
etc., where a low temperature is maintained.Special attention given to reshipping in L.C.L. lots the same day orders are  
received. Facilities for storage of Oils, Grease, Chemicals, and goods requiring  
cellar storage.Low Insurance Rates. Sprinkler Systems.  
Address: Second and Smith Sts. **FRED W. BERRY,**  
Manager and Treasurer.

CONSIGN VIA BALTIMORE AND OHIO RAILROAD

## CINCINNATI, OHIO

**CINCINNATI TERMINAL WAREHOUSE INC**

Central Ave. and Augusta St.

MERCHANDISE — STORAGE — DISTRIBUTION

Largest Most Modern Strictly Fireproof Warehouse in Ohio  
7,500,000 cu. ft. General Storage—1,500,000 cu. ft. Cold Storage

## CINCINNATI, OHIO

**Consolidated Trucking, Inc.**  
Local and Long Distance Trucking  
—Storage

N. W. Corner Pearl and Plum

Merchandise Storage  
Penn. R.R. SidingPool Cars  
Inter-City Truck Depot

## CINCINNATI, OHIO

**The Fred Pagels Storage Co.**

937 West 8th St.

**Reliable Dependable**

Near all railroads entering Cincinnati. Serve all suburbs.

Member NFWA-OWA

The Men Who Distribute

**Oxford Paper**Read DISTRIBUTION & WAREHOUSING  
and consult the Directory of Warehouses

## CLEVELAND, OHIO

**Mercantile Storage and General Trucking**Bulk Oil Storage, 125,000 Gallons. Low Insurance. Sprinkler  
System. Private Siding on C. C. C. & St. L. R. R. Pool Cars for  
Distribution. Motor Truck Service.**THE CURTIS BROS. TRANSFER COMPANY**  
Cleveland, Ohio

Member of A. W. A.

## CLEVELAND, OHIO

**THE DISTRIBUTION TERMINAL  
& COLD STORAGE CO.** CLEVELAND, OHIO

Central Viaduct and West 14th St.

Local, regional and storage-in-transit  
service, offering every facility known  
to modern distribution.New  
Ultra-Modern  
PlantTrunk Line  
Terminal  
Complete Service

Continent-wide Connections

## CLEVELAND, OHIO

MEMBERS A.W.A. O.W.A.

**LEDERER SERVICE**

**TERMINAL**

BUILDS BETTER BUSINESS

MERCANTILE WAREHOUSING AND DISTRIBUTING

West 25th St. Whse. Private Siding Erie Ry.  
East 27th St. Whse. Broadway Whse. Private Siding Nickel Plate Ry.  
In Northern Ohio Food Terminal Area

## CLEVELAND, OHIO

**DIRECT FROM FREIGHT CARS**SHIPMENTS to Cleveland, consigned to  
The Lincoln Storage Company over any  
railroad entering the city, can be handled  
from freight car direct to our loading platform.Carload shipments to our private siding,  
11201 Cedar Ave., on the N. Y. C. Belt  
Line, connecting with all R.Rs. entering  
Cleveland; L. C. L.-Penna. Euclid Ave. Sta.  
adjoining Euclid Ave. warehouse; other  
R.Rs. to Cleveland, Ohio.**LINCOLN STORAGE**

Geo. A. Rutherford, Pres. W. R. Thomas, Vice-Pres.

5700 Euclid Ave.

CLEVELAND

11201 Cedar Ave.



CLEVELAND, OHIO



Private switch facilities . . . eight modern warehouses . . . low cost storage; local and long distance moving . . . quick deliveries and service.\*

**The NEAL STORAGE COMPANY**  
CLEVELAND OHIO

Exclusive Agent:  
Greater Cleveland  
for Aero-Mayflower  
Transit Co.

\* Operating the Cleveland Bonded Warehouses, Inc.

DAYTON, OHIO

**THOS. F. LARKIN  
WAREHOUSE & CARTAGE COMPANY**

925 East First Street  
Whee. (MDSE) Steel; private siding on Erie R.R. Free switching from all other lines. Dist. Mdse. Pool Cars. City delivery of Mdse. Motor truck service.

MARION, OHIO

**MERCHANTS TRANSFER COMPANY**

160 McWilliams Court, Marion, Ohio  
Heavy Haulage Our Specialty. General Distribution and Storage of Merchandise. Motor Vans for Local and Long Distance Moving. Storage for Household Goods and Machinery. Packing and Shipping. Private Siding New York Central Lines  
MEMBER MAY. W. A.

CLEVELAND, OHIO

**THE OHIO TERMINAL CO.**

CREATING A NEW DEAL FOR DISTRIBUTORS

3540 CROTON AVE. S. E. CLEVELAND, OHIO

MARION, OHIO

**WRIGHT  
TRANSFER & STORAGE CO.**

EST. 1889  
MERCHANDISE—HOUSEHOLD GOODS  
Wright Service to Meet Your Requirements.  
Member of N.F.W.A.—O.W.A.

COLUMBUS, OHIO

MEMBERS: O.W.A.

**Columbus Terminal Warehouse Co.**  
MERCHANDISE STORAGE  
AND  
POOL CAR DISTRIBUTION  
STORE DELIVERY

MIDDLETOWN, OHIO

Pres. & Gen. Mgr. A. Jackson  
**THE JACKSON & SONS CO.**  
Main Office, 1901 Manchester Ave.  
Phones 1207 and 1208

Furniture Warehousing—Local and Long Distance Moving and Contract Hauling—Operating Daily from Cincinnati to Chicago, Pittsburgh, Charleston, W. Va., and way points.

COLUMBUS, OHIO

**FIREPROOF STORAGE  
COLUMBUS WAREHOUSES, Inc.**

A COMPLETE MERCHANDISE DISTRIBUTION WAREHOUSE  
MOST CENTRAL WAREHOUSE—3 BLOCKS OF  
CENTER DOWNTOWN DISTRICT  
POOL CAR DISTRIBUTION  
PRIVATE SIDING AND SWITCH—N. Y. CENTRAL LINES  
228 West Broad St., Columbus, Ohio

SPRINGFIELD, OHIO



**WAGNER WAREHOUSE  
CORPORATION**

Pennsylvania Railroad and Lowry Ave.  
A warehouse service that embodies every modern facility for the storage and distribution of Household Goods and Merchandise—Motor Freight Service—Door to door delivery at Dayton, Springfield and Columbus daily.  
Member of A. W. A.

COLUMBUS, OHIO

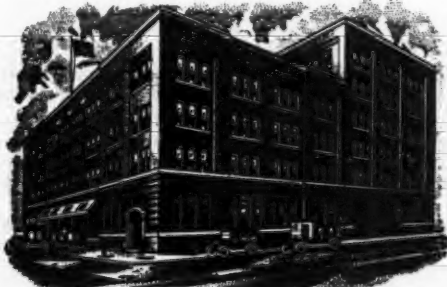
**COLUMBUS** in the Center of the Nation  
**The Merchandise Warehouse Co.** in the Center of Columbus

Ready to serve you. Efficiently, Economically, Intelligently, with the kind of service you have a right to expect from your warehouse.  
**THE MERCHANDISE WAREHOUSE CO.** 370 W. Broad St., Columbus, Ohio  
Member—American Chain of Warehouses

COLUMBUS, OHIO

MERCHANDISE STORAGE  
and DISTRIBUTION

FIRE  
PROOF



LOW  
INSURANCE

**THE NEILSTON WAREHOUSE CO.**

STEUBENVILLE, OHIO



Z. L. TRAVIS, Pres. and Gen. Mgr.  
**Z. L. Travis Co.**

311 North 6th St.

Modern Fireproof Warehouse—29,000 Sq. Feet  
Reinforced Concrete

Household Goods Packed,  
Shipped and Stored

Distribute Household Goods and Merchandise, Pool Cars, Long Distance Moving.

Consign C. L. Shipments P. C. C. & St. L.

Members:  
N.F.W.A.—O.W.A.



TOLEDO, OHIO

**GREAT LAKES TERMINAL WAREHOUSE CO.**  
of Toledo  
355 Morris Street

General Merchandise, Cold Storage and Distribution  
U. S. Custom Bonded Warehouse, Storage in Bond  
Store Door Delivery Complete Service  
Private Siding New York Central and B. & O. R. R.

## OHIO

## DIRECTORY OF WAREHOUSES

Distribution and Warehousing  
April, 1934

## TOLEDO, OHIO

**TOLEDO TERMINAL WAREHOUSE, INC.**

128-138 Vance St.

Merchandise Storage and Distribution

Excellent Service

Member A. W. A.

## ENID, OKLA.

**The Enid Transfer and Storage Co., Inc.**

Located on a spur of the St. Louis and San Francisco Railway Co., in a three-story brick and reinforced steel building, is equipped with sprinkler system of fire control. Centrally located, a favorable rate set-up prevails for entire area embracing Northern and Northwestern Oklahoma and Southern and Southwestern Kansas. Daily freight or express service is available to nearly all points in the above section.

202-206 East Maple Street

Enid, Okla.

## OKLAHOMA CITY, OKLA.

Member A. W. A.—A. C. W.—T. S. W.

**Commercial Warehouse Co.**

50,000 sq. ft. for Exclusive Merchandise Storage  
Pool Car Distributors

Free Switching

14c. Insurance rate

## OKLA. CITY, OKLA.

Established 1889

**O. K. Transfer & Storage Co.**

General Warehousing and Distribution



MOTOR  
TRUCKS  
& TEAMING

HOUSEHOLD  
GOODS

MERCHANDISE

MEMBERS  
NFWA, AWA,  
Dist. Service, Inc.

## OKLAHOMA CITY, OKLA.

Bonded Under State Law

**Oklahoma Bonded Warehouse Company**

Merchandise Warehousing

Pool Car Distribution

Free Switching  
Private Trackage  
P. O. Box 1222

50,000 Sq. Ft.  
Floor Space.  
Fireproof

## OKLAHOMA CITY, OKLA.



Fireproof Warehouse for Merchandise and Household Goods  
Automatic Sprinkler System  
Office and Warehouse  
2-4 East California Avenue

We Solicit Your Accounts for Transfer and Storage  
Members of American and National Warehousemen's Association

## TULSA, OKLA.

**Federal Storage Company**

GENERAL WAREHOUSING &amp; DISTRIBUTION

CLOSE TO RETAIL DISTRICT

LOW INSURANCE SPRINKLER SYSTEM

MEMBERS—A.W.A., N.F.W.A., T.S.W.T.A.

## TULSA, OKLA.

**Joe Hodges Fireproof Warehouse**

Moving — Packing — Storage

Mixed Cars a Specialty. Large docks for sorting. We solicit your shipments to our city and assure you we will reciprocate and guarantee prompt remittance. Located on Railroad. Best Service Obtainable.

Member American Warehousemen's Association, American Chain of Warehouse

## TULSA, OKLA.



Fire Proof Warehouse  
Merchandise and Household Goods Storage  
Oklahoma's Leading Warehouse

**Tulsa Terminal Storage & Transfer Co.**

8 N. Cheyenne

Tulsa, Okla.

Members N.F.W.A.

## PORTLAND, ORE.

**Colonial Warehouse and Transfer Co.**

Operating Public and Custom Bonded Warehouses  
Licensed under the U. S. Warehouse Act  
Merchandise, Storage and Distribution  
Private Siding Free Switching Sprinklered

1132 N. W. GLISAN STREET



## PORTLAND, ORE.

**HOLMAN TRANSFER CO.**

480 HOYT STREET

General Merchandise Storage and  
Distribution

Private Siding All Railroads Entering Portland

Located in the center of wholesale and jobbing district.

POOL CAR DISTRIBUTION  
A SPECIALTY

Member A. W. A.—Amer. Chain.

Established 1864

## PORTLAND, ORE.

J. H. CUMMINGS, Pres.

MERCHANDISE STORAGE &amp; WAREHOUSING

**Northwestern Transfer Co.**

General Forwarding Agents

SPECIAL ATTENTION GIVEN TO POOL CARS

Our private siding is served by all railroads  
175 15th St., North, PORTLAND, OREGON

## PORTLAND, ORE.

**OREGON TRANSFER COMPANY**

Established 1848

474 Glisan Street

Portland, Oregon

U. S. BONDED AND PUBLIC WAREHOUSES

Merchandise Storage and Distribution  
Lowest Insurance Rates—Sprinkler Equipped

Member A. W. A.

Eastern Representative Distribution Service, Inc.

PORTLAND, ORE.

Rudie Wilhelm, Pres.

**RUDIE WILHELM WAREHOUSE CO.**

70,000 Sq. Ft. Fireproof Concrete Storage Space

ADT Automatic Sprinkled System

Household Goods and Merchandise Distribution

Portland Commercial Agents: Judson Fr't Fw'd'g Co.

HAZLETON, PA.

CHRIST N. KARN, Prop.

**KARN'S TRANSFER & STORAGE**

FIREPROOF STORAGE WAREHOUSE

Household Goods Storage. Packing, Shipping

Merchandise Storage and Distribution

Pool Cars Distributed. Local and Long Distance Hauling

Members of N. F. W. A.



ALLENTOWN, PA.  
BETHLEHEM, PA.

500,000 CU. FT. COLD  
STORAGE  
200,000 SQ. FT. DRY  
& HOUSEHOLD  
STORAGE



Serving  
ALLENTOWN  
BETHLEHEM  
AND EASTON  
Private Siding  
LEHIGH & NEW  
ENGLAND R. R.

LEHIGH AND NEW ENGLAND TERMINAL WARE-  
HOUSE COMPANY

15th Avenue, North of Broad St., Bethlehem, Pa.

LANCASTER, PA.

**Keystone Express & Storage Co.**

STORAGE—DISTRIBUTORS—FORWARDERS'

Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE

Siding on P. R. R. and P. & R.

LANCASTER, PA.

**Lancaster Storage Co.**

Lancaster, Pa.

Merchandise Storage, Household Goods, Trans-  
ferring, Forwarding

Manufacturer's Distributors, Carload Distribution

Local and Long Distance Moving

Railroad Sidings

Members P.F.W.A. P.S.W.A.

ERIE, PA.

**Erie Storage & Carting Co.**

1502 Sassafras St., Erie, Pa.

MOVING—PACKING—SHIPPING—STORAGE

Warehouse in the center of the city, with trackage from  
N. Y. Central Lines and switching to all other lines. Un-  
excelled facilities for handling shipments of household  
goods and merchandise. Branch house service for manu-  
facturers. Members of N. F. W. A.—P. F. W. A.—Rotary and Kiwanis Clubs



HARRISBURG, PA.

"Transportation Specialists"

**CENTRAL STORAGE & TRANSFER CO.**

11th AND STATE ST.

Pool Car Distribution Specialists.

Fleet of 25 trucks for local and long distance delivery.  
Hauling of all kinds.

Household Goods and General Merchandise.

Daily truck connections to points within 100 mile radius.

Largest trucking concern in Central Pennsylvania.

NEW CASTLE, PA.

**Keystone-Lawrence Transfer & Storage Co.**

Packing, Crating, Storage and Shipping  
of Household Goods

Merchandise distribution. Pool car shipments. Motor  
trucks for light and heavy hauling and long distance moving.

Members N. F. W. A.

Members Penna. Warehouse Assn.

HARRISBURG, PA.

**Pool Cars**

Efficiently  
Handled



Merchandise and Household Goods Storage

**HARRISBURG STORAGE CO.**

P. R. R. Sidings

HARRISBURG, PA.

American Warehousemen's Association, National Furniture Warehousemen's  
Association, Penna. Furniture Warehousemen's Association

OIL CITY, PA.

**CARNAHAN**

**Transfer and Storage**

The most reliable transfer in Venango County. Fireproof ware-  
house. Private rooms for furniture and pianos. General hauling.  
Overland hauling. Piano moving. Furniture packing a specialty.

Forwarding agents

Members N. F. W. A.

PHILADELPHIA, PA.

**ATLAS**

**STORAGE WAREHOUSE COMPANY**

FIREPROOF DEPOSITORY

4015 Walnut Street

Member N. F. W. A., P. F. W. A. and C. B. & T. A.

WALTER E. SWEETING, President

PHILADELPHIA, PA.

Est. over 40 years.

**FENTON STORAGE CO.**

Absolutely Fireproof

46th and Girard Ave.

Cable Address "Fenco"

P. R. R. Siding

Storage, moving and distribution of household goods and merchandise.

The Men Who Distribute  
**Purina Whole Wheat Flour**  
Read DISTRIBUTION & WAREHOUSING  
and consult the Directory of Warehouses

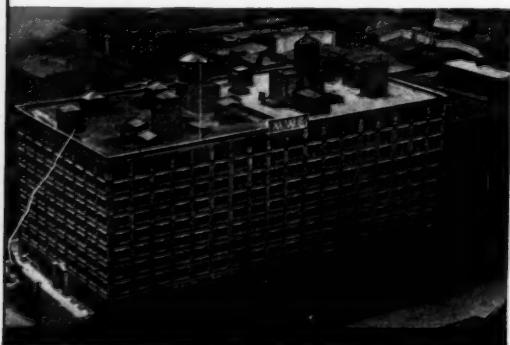


## at Philadelphia

# MODERN WAREHOUSES

strategically located

in the various distributing centers throughout the city, provide 2,100,000 square feet of excellent storage space. Steel and concrete construction with complete sprinkler equipment enables patrons to enjoy the lowest possible insurance rates. We are especially equipped to handle economically; small shipments. The Pennsylvania Railroad makes and/or accepts delivery of L.C.L. shipments at River Front, Webb, Federal, Shackamaxon and West Philadelphia Stores. This eliminates drayage expense. As the foremost operators of public warehouses in Philadelphia we are equipped to furnish every kind of service incident to the handling of package freight. Write for booklet.



## MERCHANTS' WAREHOUSE CO.

HARVEY C. MILLER, Pres.—GEO. M. RICHARDSON, Gen'l Mgr.—Treas.

GENERAL OFFICES

10 CHESTNUT STREET  
PHILADELPHIA, PA.

## PHILADELPHIA, PA.

### Fidelity—20th Century Storage Warehouses

General Offices—1811 Market St.

H. NORRIS HARRISON, Pres. F. L. HARNER, Vice-Pres., Treas.

LEAH ABBOTT, Secy.

Bus type vans for speedy delivery anywhere. We distribute pool cars of household goods. Prompt remittance.

Assoc. A. W. A., N. F. W. A., Can. S. & T., F. F. W. A.

## PHILADELPHIA, PA.

### GALLAGHER'S WAREHOUSES

Executive Offices—50 So. 3rd St.

General Merchandise Storage and Distribution

U. S. Bonded and Free Stores

Carload Distribution

Direct Railroad Sidings: Penna. R. R.—Reading R. R.

Company owns fleet of motor trucks for city and suburban deliveries

## PHILADELPHIA, PA.

HARVEY J. LUTZ

MILTON A. HILDENBRAND

### HILDENBRAND BROS.

STORAGE, PACKING, MOVING

Broad and Cumberland Streets, Philadelphia, Pa.

Large fleet of motor vans.

## PHILADELPHIA, PA.

BUELL G. MILLER, President

### MILLER

North Broad Storage Co.

BROAD & LEHIGH & BRANCHES

Member N.F.W.A., P.F.W.A., P.M.T.A., Can. S. & T.

## Go to the World's Fair by Water

TWICE WEEKLY SAILINGS ON PALATIAL OCEAN TYPE SHIPS...LOW FARES INCLUDE SPACIOUS STATEROOMS... INCOMPARABLE CUISINE...ELABORATE ENTERTAINMENT...10-HOUR TO 4-DAY STOPOVER PRIVILEGES IN CHICAGO...HOTEL ACCOMMODATIONS ARRANGED

Great Lakes Transit Cruises make going to and from the World's Fair as enjoyable as the Fair itself. Exclusive features include single screw propulsion ships free from incessant noise and vibration of side wheelers... observation dining room... finest food on the Great Lakes... spacious sun-swept play decks... every comfort and convenience for restful, enjoyable travel. Stay ten hours in Chicago and return on same ship if you desire. Hotel accommodations for longer stopovers arranged. Railroad tickets honored. Follow the advice of your friends who went to the World's Fair last year. Go by Great Lakes Transit ships. Enjoy the luxuries of trans-Atlantic travel while enjoying the beauties of America's inland sea.

**7-DAY WORLD'S FAIR CRUISE**  
Buffalo-Chicago and Return **\$60**

Including meals and berth. Correspondingly low fares from other ports.

**9-DAY GREAT LAKES CRUISE**  
Buffalo-Duluth and Return **\$75**

### GREAT LAKES TRANSIT CORPORATION

S. S. OCTORARA S. S. TIONESTA S. S. JUNIATA

Sailing frequently between

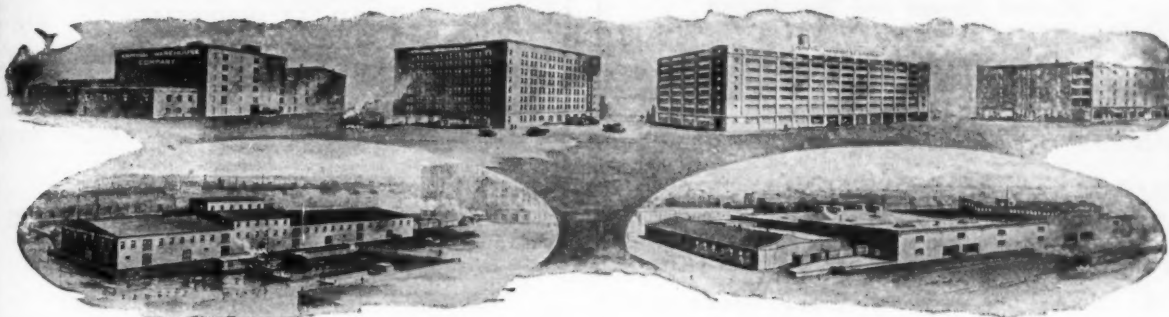
Buffalo, Cleveland, Detroit, Mackinac Island, Sault Ste. Marie, Houghton, Duluth, Chicago, Milwaukee.

Automobiles Carried Between All Ports

For full information, apply any Travel or Railroad Agent or J. F. Condon, P. T. M., 120 Delaware Ave., Buffalo, N. Y.

PHILADELPHIA, PA.

13 Warehouses 68 Acres of Floor Space Sea and Rail  
Trackage Facilities for 143 Cars. Reading R. R. Penn. R. R.



LOCATION—On river front—Heart of jobbing district—Adjacent to navigation lines—Surrounding streets, wide and well paved, eliminate vehicular congestion.

EQUIPMENT—Thoroughly modern—Low insurance—High speed elevators—Ample delivery platforms—Fleet of motor trucks—Completely equipped pool car departments.

FACILITIES—Direct track connection with Penn. R. R. and Reading R. R. permitting daily ferry or trap car service—No cartage expense on L. C. L. shipments. PERSONNEL—Trained to intelligently handle all merchandise.

## TERMINAL WAREHOUSE COMPANY

Delaware Ave. and Fairmount

Members—A. W. A., Distribution Service, Inc., N. F. W. A., Pa. F. W. A.

REPRESENTED BY  
DISTRIBUTION SERVICE, INC.

100 BROAD ST., NEW YORK CITY  
Bowling Green 9-0886

445 W. Erie St., CHICAGO  
Phone Sup. 7180

624 THIRD ST., SAN FRANCISCO  
Phone Sutter 3461

An Association of Good Warehouses Located at Strategic Distribution Centers

PITTSBURGH, PA.

### DUQUESNE WAREHOUSE CO.

Office: Duquesne Way and Barbeau St.

Merchandise Storage & Distribution

Members A. W. A.

SCRANTON, PA.

R. F. POST

### DRAYMAN & STORAGE WAREHOUSE

221 Vine St.

HOUSEHOLD STORAGE POOL CARS  
MERCHANDISE STORAGE PACKING  
LOCAL AND LONG DISTANCE MOVING  
PRIVATE SIDING, D. L. & W. R. R.

PITTSBURGH, PA.

### 1,750,000 Cubic Feet of Storage Space

Warehouse with Penn'a R. R. siding for Merchandise  
Large fleet of Local and Long Distance Vans. Expert packers and handlers. Let us serve you!

### Haugh and Keenan Storage & Transfer Co.

Offices and Warehouses, Centre and Euclid Aves, Pittsburgh, Penna.  
Member A. W. A.—N. F. W. A.

SCRANTON, PA.

### THE QUACKENBUSH WAREHOUSE COMPANY

219 Vine Street

MERCHANDISE AND HOUSEHOLD GOODS STORAGE  
POOL CAR DISTRIBUTION  
D L & W and D & H Sidings  
Member of Allied Distribution, Inc.

PITTSBURGH, PA.

"33 Years of Service"

Merchandise

Warehouses

Sprinkler Protected

Distributors

Penna. R. R. Siding

### Kirby Transfer & Storage Co.

2538 Smallman St.

Pittsburgh, Pa.

UNIONTOWN, PA.

H. D. RYAN—L. G. HOWARD, Proprietors

### KEYSTONE TRANSFER CO.

31 EAST SOUTH ST.

HOUSEHOLD GOODS PACKED, SHIPPED, STORED  
LONG DISTANCE MOVING  
Private Siding Pennsylvania R.R.

PITTSBURGH, PA.

THOMAS WHITE, Owner and Manager

IN THE HEART OF PITTSBURGH JOBBING DISTRICT  
WHITE TERMINAL CO.

17th & Pike Streets

PITTSBURGH, PA.

Food Products

WAREHOUSING

Pool Cars

Merchandise

Also operating

Distributed

WHITE MOTOR EXPRESS CO.

EST. 1918

TRUCKING SERVICE

PENNA. R.R. SIDING

L. C. L. TO P. R. R.—11TH ST.

WILKES-BARRE, PA.

"Same Day Service"

### MERCHANTS WAREHOUSING COMPANY

Merchandise Storage and Pool cars checked.  
Central location and direct siding for 10 cars on L. V. and C. R. R.  
of N. J. sidings.  
Manufacturers' Distributors with facilities to handle large consignments.

Offices: 150-156 E. Northampton Street

PENNSYLVANIA

DIRECTORY OF WAREHOUSES

Distribution and Warehousing  
April, 1934

WILKES-BARRE, PA.

**WILKES-BARRE WAREHOUSING CO.**

General Storage and Distribution

Prompt and Efficient Service  
Milling-in-Transit and Pool Cars

19-35 New Bennett St.

Wilkes-Barre, Pa.

WILLIAMSPORT, PA.

**WILLIAMSPORT STORAGE CO.**

FIREPROOF BUILDING—416 FRANKLIN STREET

P. R. R. SIDING

MERCHANDISE STORAGE and DISTRIBUTION

HOUSEHOLD GOODS—DRAYAGE

IDEAL DISTRIBUTING POINT FOR CENTRAL PENNSYLVANIA

PROVIDENCE, R. I.

**Terminal Warehouse Company of R. I., Inc.**

Storage Cotton and General Merchandise, Pool Car Distribution. Lowest Insurance.

Trackage facilities 50 cars. Dockage facilities on deep water.

Shipping directions South Providence, R. I.

CHARLESTON, S. C.

**Charleston Warehouse and Forwarding Co.**

Merchandise Storage and  
Distribution of Pool Cars

Modern Concrete Warehouse. 100,000 Square Feet of Storage Space.  
Private Tracks Connecting with All Railroad and Steamship Lines.  
Motor Truck Service.

Members of the American Chain of Warehouses, Inc.

KNOXVILLE, TENN.

**FIREPROOF STORAGE &  
VAN COMPANY, Inc.**

Successors to Knoxville Fireproof Storage Co.

201-211 Randolph St.

Knoxville, Tennessee

138,000 square feet on Southern Railway tracks.

Equipped with Automatic Sprinkler.

Insurance at 12c. per \$100.00 Household goods shipments  
per annum. solicited. Prompt remittance  
made.

Pool Cars distributed.

MEMBERS

American Warehousemen's Ass'n

PROMPT AND EFFICIENT SERVICE

KNOXVILLE, TENN.

J. E. Dupes, Pres. & Gen. Mgr.—C. H. Paull, Treas.

MEMBER



**Rowe Transfer & Storage Co.**

416-426 N. Broadway

Household Goods and Merchandise Storage and  
Distribution. Pool Car Distribution.  
Fireproof Warehouse. Low Insurance.

Agent, Aero Mayflower Transit Company

Member, Mayflower Warehousemen's Association & S. W. A.

MEMPHIS, TENN.

"It's Safer With"

**P. & B. Transfer & Storage Company**

413-419 South Main Street, Memphis, Tenn.

Mercantile and Household Storage

Pool car distribution with our own equipment.

The most centrally located warehouse in the city, low insurance rate. Ample  
trackage facilities.

We operate a large fleet of moving vans over the United States.

MEMPHIS, TENN.

Pres. J. H. POSTON

Secy. and Treas. W. H. DEARING

**JOHN H. POSTON  
STORAGE WAREHOUSES**

INCORPORATED

671 to 679 South Main St., on Illinois Central Railroad  
Tracks

CAPACITY 1000 CARS

Free Delivery from All Railroads on Car Lots

and from Cotton Belt R. R. Stations

Insurance Rate \$1.41 per \$1,000 per Annum

No Charge for Switching To All Railroads on Car  
Lots for Competitive Points and Illinois Central Rail-  
road Local Stations.

DISTRIBUTION A SPECIALTY

MEMPHIS, TENN.

MEMPHIS, TENN.

"SERVICE"

**ROSE WAREHOUSE COMPANY**

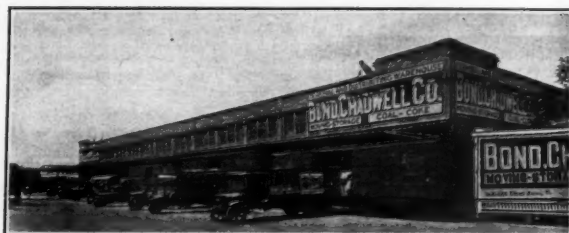
2-8 East and 2-12 West Calhoun Avenue

Memphis, Tennessee

Merchandise Storage and Pool Car Distribution

"SERVICE"

NASHVILLE, TENN.



MERCHANDISE STORAGE, DISTRIBUTION AND DRAYAGE  
HOUSEHOLD STORAGE, LOCAL AND LONG DISTANCE MOVING  
FIREPROOF WAREHOUSES—UP-TO-DATE EQUIPMENT

**BOND-CHADWELL Co.**

100 TO 124 FIRST AVENUE, N.

1623-1625 BROADWAY

NASHVILLE, TENN.

521 Eighth Ave., So.



**Central Van & Storage Co.**

MERCANTILE AND HOUSEHOLD STORAGE

WAREHOUSE STOCK and POOL CAR DISTRIBUTION

Fire Proof Warehouse Space—Centrally Located

NASHVILLE, TENN.

ESTABLISHED 1886

**The PRICE-BASS CO.**

194-204 Hermitage Ave.

Merchandise Storage

Automatic Sprinklered—Lowest Insurance

Spot Stock and Pool Car Distribution

Private Siding—Free Switching

Motor Truck Service



AMARILLO, TEXAS

WM. C. BOYCE

J. A. RUSH

**Armstrong Transfer & Storage Co., Inc.**

Distributors of Merchandise

**BONDED WAREHOUSES**

AMARILLO AND LUBBOCK, TEXAS

Member T. S. W.—Amarillo Warehousemen's Association  
—American Chain of Warehouses



AUSTIN, TEXAS

**SCOBAY**  
FIREPROOF  
**WAREHOUSE**

AUSTIN, TEXAS  
GENERAL WAREHOUSING DISTRIBUTION

DALLAS, TEXAS.

**Dallas-Trinity  
Warehouse Company**

"Courtesy With Unexcelled Service"



Complete Warehousing

R. E. Abernathy, Pres.



3205 Worth, Box 26, Dallas

Ft. Worth-Trinity Warehouse Co.  
Ft. Worth, Texas

Also Corsicana-Trinity Warehouse Co.  
Corsicana, Texas

BEAUMONT, TEXAS

**TERMINAL WAREHOUSE & STORAGE CO.**  
General Merchandise Storage  
Forwarding and Distribution  
Modern Fireproof Building  
BEST CONNECTIONS WITH FREIGHT LINES,  
RAILROADS, AND STEAMSHIPS

CORPUS CHRISTI, TEX.

C. M. Crocker—Pres. J. W. Crocker—Vice Pres.  
May Crocker—Sec. & Treas.

**CROCKER**  
TRANSFER AND STORAGE CO., Inc.  
Established 1912

Distribution Pool Cars or Boat Shipments  
Merchandise & Household Goods  
Storage—Drayage—Crating

Members — A.W.A. N.F.W.A. T.S.W.T.A.

DALLAS, TEXAS

IN DALLAS IT'S

**The Interstate Fireproof  
Storage & Transfer Co.**  
For Fireproof Storage and  
Distribution Service



Fireproof—16c Insurance Rate  
Merchandise  
Storage and  
Distribution

Our new one-half million dollar  
plant.  
Household Goods Stored, Moved,  
Packed and Shipped.  
DALLAS—The Logical Distribution  
City for the Great Southwest.

**The Interstate Fireproof Storage & Transfer Co.**

301-07 North Market Street  
Associate Managers

R. E. Eagon

DALLAS, TEXAS

REFERENCE ANY DALLAS BANK

**AMERICAN  
TRANSFER & STORAGE CO.**

BONDED FIREPROOF WAREHOUSES  
MERCHANDISE—HOUSEHOLD GOODS

POOL CARS DISTRIBUTION LOCAL DRAYAGE  
K. K. MEISENBACH JACK ORR

EL PASO, TEXAS

**R. L. Daniel Storage Co.**

Box 487, 1706 Texas, 2813 Durazno Sts.

Our hobby is the crating, packing, shipping and storing of  
household goods. Consign your goods to us for proper attention.  
Member, National Furniture Warehousemen's Assn.

DALLAS, TEXAS.

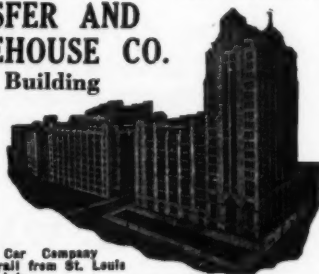
E. D. Balcom

Gus K. Weathered

**DALLAS TRANSFER AND  
TERMINAL WAREHOUSE CO.**

Second Unit Santa Fe Building  
Dallas, Texas

Modern Fireproof  
Construction—  
Office, Display,  
Manufacturers, and  
Warehouse Space



Operators of Lone Star Package Car Company  
(Dallas Division). Daily service via rail from St. Louis  
and C.F.A. territory to all Texas points.  
Semi-weekly service via Morgan Steamship Line from New York and Seaboard  
territory to all Texas points.

MEMBERS } A. W. A., N. F. W. A., American Chain of Warehouses  
Texas Warehouse & Transfermen's Assn., Rotary Club.

FORT WORTH, TEXAS

In Fort Worth It's Binyon-O'Keefe

With three warehouses having a total of 250,000 square feet of floor space;  
with our private side and free switching to Fort Worth's eleven Trunk Line  
Railroads—in Fort Worth, Binyon-O'Keefe is best prepared to serve you.

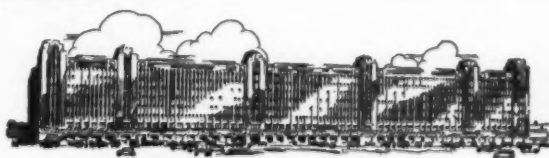


**BINYON-O'KEEFE**  
Fireproof  
Storage Co.

Fort Worth  
Associated with Distribution Service, Inc.



FORT WORTH, TEXAS



The Southwest's Finest Warehouse

**MERCHANDISE STORAGE**

POOL CAR DISTRIBUTION, OFFICE DISPLAY  
AND WAREHOUSE SPACE

**Texas and Pacific**

**Terminal Warehouse Co.**

The Men Who Distribute  
**Welch Grape Juice**  
Read DISTRIBUTION & WAREHOUSING  
and consult the Directory of Warehouses

## FORT WORTH, TEXAS

*Storage, Cartage, Pool Car Distribution*  
**O. K. Warehouse Company, Inc.**  
 255 W. 15th St. Fort Worth, Tex.

## GALVESTON, TEXAS

**The WILEY & NICHOLLS CO.**  
 GALVESTON, TEXAS  
**TRANSFER AND FIREPROOF  
 WAREHOUSES**

Cartage Free on Distribution Cars

Forwarders

## HARLINGEN, TEXAS

**Jones Transfer & Storage Co., Inc.**  
 Warehouses located at Harlingen, Brownsville, McAllen, Edinburg.  
 Merchandise storage—pool car distribution, daily motor freight lines.  
 Furniture vans—equipment for heavy hauling.  
*Service Covers the Lower Rio Grande Valley*

## HOUSTON, TEXAS

**PATRICK TRANSFER & STORAGE CO.**

Shipside and Uptown Warehouses  
 Merchandise Storage and Distribution  
 Operators—Houston Division  
**LONE STAR PACKAGE CAR CO.**

1302 Nance St.

Houston, Texas

## HOUSTON, TEXAS

**UNIVERSAL TERMINAL  
WAREHOUSE COMPANY**

Fireproof Storage—Sprinklered Warehouses

New York Office: 100 Broad Street  
 Chicago Office: 427 West 27th Street

## HOUSTON, TEXAS

IN HOUSTON

**Westheimer  
Transfer and Storage Co., Inc.**

Fifty Years of Dependable Service  
 SERVICE TO COVER EVERY BRANCH OF THE INDUSTRY  
 Benj. S. Hurwitz President Members N. F. W. A.  
 State and Local Assn.

## SAN ANTONIO, TEXAS

**Central Warehouse and Storage Co.**  
 Merchandise Warehouse Hollow Tile Building.  
 Concrete Floors. Consign shipments via South-  
 ern Pacific. Distribution of pool cars. Transfers  
 Household Goods.  
*Member of T. S. W.*

## SAN ANTONIO, TEXAS

**MERCHANTS TRANSFER & STORAGE CO.****FIREPROOF BONDED WAREHOUSE**

Complete Storage and Distribution Service

*50 years of satisfactory service*

## SAN ANTONIO, TEXAS

**Muegge-Jenull Warehouse Co.**  
 BONDED FIREPROOF  
 POOL CAR DISTRIBUTORS  
 STORAGE AND DRAYAGE  
*Dependable Service Since 1913*

## SAN ANTONIO, TEXAS

**Scobey Fireproof Storage Co.**  
 HOUSEHOLD - - - MERCHANDISE  
 COLD STORAGE - - - CARTAGE  
 DISTRIBUTION  
 INSURANCE RATE - - - 10c  
*Members of 4 Leading Associations*

## SAN ANTONIO, TEXAS

**SOUTHERN TRANSFER CO.**  
**FIREPROOF BONDED STORAGE**

Lowest insurance rate in San Antonio  
 Receivers and Forwarders of Merchandise

## TYLER, TEXAS

**Tyler Warehouse and Storage Company**

Bonded under the Laws of Texas

General Storage and Distribution from the Center of East  
 Texas. Specializing in Pool Cars Merchandise.

## WICHITA FALLS, TEXAS

**Wichita Falls Fireproof Warehouse**

(Reinforced concrete)

Motor Freight Service to All Territory

**Tarry Warehouse & Storage Company, Inc.**

Members { National Farn. Warehousemen's Assn.  
 Texas Southwest Warehouse Assn.  
 See TYLER-TARRY-FAGG Co. Associated

## OGDEN, UTAH

**WESTERN GATEWAY STORAGE COMPANY**

*Both Cold and Dry Storage*  
**A Modern Commercial Warehouse**  
*Bonded Service*

## SALT LAKE CITY, UTAH

**CENTRAL WAREHOUSE***Fireproof**Sprinklered*

Insurance rate 18c. Merchandise Storage. Pool Car Distribu-  
 tion. Office Facilities.  
 Member A. W. A.

## SALT LAKE CITY, UTAH

Established 1900

**Redman Van and Storage Co., Inc.**  
**Storage—Moving—Packing—Shipping**

Merchandise and household goods warehouse, fireproof construc-  
 tion, entire building is protected with A.D.T. Automatic Fire and  
 Burglar Alarm system. Private siding on D. & R. G.

136 So. 4th West St., Salt Lake City  
 Member of N.F.W.A. U.W.A.

**SALT LAKE CITY, UTAH**

**Merchandise Storage and Distribution**

Over 1,000,000 cubic feet reinforced Concrete  
Sprinklered Space

Insurance Rate 18 Cents

**JENNINGS-CORNWALL WAREHOUSE CO.**

Salt Lake City, Utah

Represented by  
**DISTRIBUTION SERVICE, INC.**

100 Broad St. NEW YORK CITY Phone Bowling Green 9-0988  
445 W. Erie St. CHICAGO Phone Sup. 7186  
825 Third St. SAN FRANCISCO Phone Butler 3461

An Association of Good Warehouses  
Located at Strategic Distribution Centers

**ROANOKE, VA.**

**ROANOKE PUBLIC WAREHOUSE**

Capacity 500 Cars

Automatic Sprinkles

Private Railroad Siding

Accurate Accounting

We make a Specialty of Storage and Pool Car Distribution  
for Agents, Brokers and General Merchandise Houses.

**BELLINGHAM, WASH.**

1111 RAILROAD AVE.  
BELLINGHAM, WASH.

**FREEMAN TRANSFER**

GENERAL HAULING

PIANOS AND FURNITURE MOVED, PACKED AND STORED

Baggage and Expressing

STORAGE WAREHOUSE ON RAILROAD TRUCKAGE

CAR DISTRIBUTION  
FIREPROOF STORAGE

WE FEATURE LONG  
DISTANCE HAULING

**SALT LAKE CITY, UTAH**

"THIS IS THE PLACE"

**SECURITY STORAGE  
& COMMISSION CO.**

We have good facilities for manufacturers or agents, to  
warehouse and distribute; also office space. **SPRINKLERED  
BUILDINGS.** Separate units for storing different classes  
of goods. Private trackage connecting with all railroads.  
Our experience has been more than 20 years receiving and  
forwarding many kinds of articles. **SATISFACTORY  
SERVICE AND CORRECT CHARGES ARE WATCH-  
WORDS WITH US.**

**SEATTLE, WASH.**

**EYRES TRANSFER AND WAREHOUSE CO., Inc.**  
SEATTLE, WASH.

Fireproof Warehouses 220,000 Square Feet

INSURANCE .133 Cents per \$100.00

GENERAL STORAGE AND DISTRIBUTING SERVICE

OPERATING 65 AUTOS

Since 1889

Members of NFWA—ACW—WSWA

**SEATTLE, WASH.**

**LET LYON GUARD YOUR GOODS**



**Northwest  
Distributors**

Seattle—Tacoma—Portland  
Seattle, 2030 Dexter Avenue  
Dean C. McLean, Mgr.

**BURLINGTON, VT.**

**J. M. HOTCHKISS**

Railroad siding—Motor trucks—Pool car service

**Merchandise Storage and Distribution**

Branch warehouse service combined with complete truck  
delivery service in Vermont and Northern New York  
at reasonable rates.

Baldwin Bldg., Pine Street

Phone 955

**SEATTLE, WASH.**

**Olympic**

**Warehouse & Cold Storage Co.**

1203 Western Ave.

Seattle, Wash.

Merchandise Storage, Pool Car Distribution, Capacity 112,000 sq. ft.,  
Automatic Sprinklers, Steam Heat, Office Facilities, Private Siding,  
(connecting all railroads)

**J. R. GOODFELLOW, Pres. and Gen'l Manager**

27 years' warehousing experience in Seattle.

**NORFOLK, VA.**

HOUSEHOLD MERCHANDISE

AUTOMOBILE STORAGE

**THE BELL STORAGE COMPANY, INC.**  
NORFOLK, VIRGINIA

MODERN SPRINKLER EQUIPPED WAREHOUSE  
50,000 SQUARE FEET PRIVATE RAIL SIDING  
Lowest Insurance Rate in Norfolk. Pool Car Distribution.

WE SPECIALIZE IN MERCHANDISE STORAGE  
AND DISTRIBUTION

AGENTS: AERO MAYFLOWER TRANSIT COMPANY  
Member M.W.A. & S.W.A.



**RICHMOND, VA.**

**56 YEARS OF UNINTERRUPTED AND EXPERT SERVICE**

**BROOKS TRANSFER and STORAGE CO., Inc.**  
1224 W. Broad Street, Richmond, Va.

Two Fireproof Storage Warehouses—116,000 Square Feet Floor Space—Automatic  
Sprinkler System—Lowest Insurance Rates in Richmond—Careful Attention to Storage  
—Packing and Shipping of Household Goods—Private Railroad Siding—Pool Car  
Distribution—Motor Van Service to All States East of Mississippi River.

Member of S. W. A.—N. F. W. A.

**RICHMOND, VA.**

160,000 Sq. Ft. Space

**VIRGINIA BONDED WAREHOUSE CORPORATION**

ESTABLISHED 1908

1709 E. CARY ST.

**U. S. BONDED & PUBLIC WAREHOUSES  
MERCHANDISE STORAGE & DISTRIBUTION  
INSURANCE RATES 20c PER \$100 PER YEAR**

Member A.W.A.—N.R.A.

**BUILDINGS SPRINKLERED**

**SEATTLE, WASH.**

**UNITED WAREHOUSE COMPANY**

1990 Railroad Avenue

GENERAL MERCHANDISE  
STORAGE



POOL-CAR  
DISTRIBUTORS

100,000 sq. ft. capacity  
Established 1900

U. S. Customs Bond  
Free Switching

**SEATTLE, WASH.**

**WINN & RUSSELL, INC.**

1014 Fourth Ave., South

General merchandise storage and distribution

Located in the center of wholesale and jobbing district

Low insurance rates Office and desk space

Member—A. W. A.—Allied Distribution, Inc.





## SPOKANE, WASH.

Millard Johnson  
Pres.W. B. Fehle  
Secty.

Consign to

**SPOKANE TRANSFER & STORAGE CO.**

A. W. A.

308-316 Pacific Ave.

N. F. W. A.

**Merchandise Department**Largest Spot-Stocks in the  
"Inland Empire."  
(67,000 sq. ft.)**Household Goods Dept.**Assembling and distribution of  
pool and local shipments.  
Agents for JUDSON.

## EAU CLAIRE, WIS.

**EAU CLAIRE WAREHOUSE CO.**

MERCHANDISE AND HOUSEHOLD GOODS

MOTOR FREIGHT TERMINAL

POOL CAR DISTRIBUTION

Private R. R. Siding

## GREEN BAY, WISC.

**BROWN COUNTY WAREHOUSES, INC.**Main offices, 1800 S. Broadway, Green Bay, Wisc. Operating  
fireproof, steam heated warehouses for storage and distribu-  
tion of general merchandise. Private R. R. sidings with  
free switching from all lines. Two dock warehouses for  
lake cargo.

## LA CROSSE, WIS.

**The Gateway City Transfer & Storage Co.**

C. B. &amp; Q. R.R. Siding

The logical distribution center for Western Wisconsin,  
Eastern Minnesota, and Northeastern Iowa.Trackage warehouse for merchandise and Free switching service.  
We specialize in pool car distribution.

## LA CROSSE, WIS.

**La Crosse Terminal Warehouse Co.**  
GENERAL STORAGEWe make a specialty of storage and pool car distribution for agents,  
brokers, and general merchandise houses.

Free switching service

Large fleet of Vans and Delivery Trucks

We give prompt service

430-434 SOUTH THIRD STREET

## MADISON, WIS.

MEMBER



ROBERT M. JENKINS, Pres.

**The Union Transfer & Storage Co.**

State Bonded Warehouse on Private Switch

Fireproof Building 85,000 Square Feet

Pool Car Distribution by Truck or Rail

Private Siding Milwaukee Road,

Free Switching All Roads

Established 1895

## MILWAUKEE, WIS.



**"The Million Dollar Warehouse Company"**

ESTABLISHED 27 YEARS—LARGEST IN WISCONSIN  
15 Warehouses—50 Car Side Track—850 Foot Dock  
**DEPENDABLE—EXPERT—QUICK SERVICE**

We Specialize in  
Merchandise Distribution and Furnish  
"BRANCH HOUSE SERVICE"

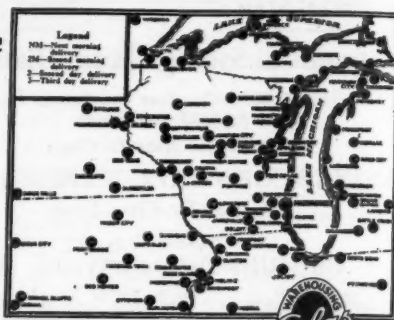
"Let Us Solve Your Distribution Problems"  
Ship Your Merchandise to Yourself in Our Care  
and Have Instructions Follow.

"We Will Do the Rest."

We Own and Operate Large Delivery Equipment

"U. S. Government Bonded Warehouse"

## MILWAUKEE, WIS.

**SPOT STOCKS PLUS SERVICE  
WILL HELP SALES—NOW!**

UNITED STATES CUSTOMS BONDED—WISCONSIN LICENSED AND BONDED

Atlas warehouses, nine in all with over 500,000 square feet of floor space, sprinkler  
equipped and A.D.T. alarm and watchmen supervised, are ready to speed up your dis-  
tribution service, safely, economically and efficiently. Ship to us by rail, truck or  
steamer. Fifty car truck capacity, two docks with water deep enough for any freighter  
on the Great Lakes—ocean vessels from European ports come direct to us with mer-  
chandise for storage.Atlas at Milwaukee with its trained personnel is in a position to help you with your dis-  
tribution problems—Write to us today!**ATLAS****STORAGE COMPANY**

710 West Virginia St.

Milwaukee, Wisconsin

Represented by:

**DISTRIBUTION SERVICE, INC.**100 Broad St.  
New York, N. Y.427 W. Erie St.  
Chicago, Ill.625 Third St.  
San Francisco, Cal.

Fast distribution to six states from MILWAUKEE

## MILWAUKEE, WIS.

MERCHANDISE STORAGE  
DISTRIBUTIONFORWARDING  
STORAGE IN TRANSIT  
BRANCH HOUSE SERVICE  
SPACE LEASES**CARLSON STORAGE COMPANY****FIREPROOF WAREHOUSE**

Facilities that assure prompt, dependable, and efficient service.

Most centrally located modern warehouse in Milwaukee.

COR. WEST PIERCE AND SOUTH SIXTEENTH STS.

MILWAUKEE, WISCONSIN

Display Rooms

Tel. Orchard 9550

Offices

## MILWAUKEE, WIS.

**LINCOLN****FIREPROOF WAREHOUSE CO.**  
WAREHOUSE SERVICE | RAILROAD SIDINGS  
OF EVERY | AND  
DESCRIPTION | DOCKING FACILITIES  
LOCATED IN HEART OF BUSINESS DISTRICT  
OFFICES: 206 W. HIGHLAND AVE.

Member of A.W.A.—W.W.A.—N.F.W.A.

## MILWAUKEE, WIS.

**NATIONAL WAREHOUSE CORP.**

468 EAST BRUCE ST.

Patronage National Distributors Solicited  
Office Facilities | Pool Car Distribution  
Sidings for 14 Cars | No Demurrage Problems  
Our Unique Merchandise Warehousing and Distributing  
plan will save you money.  
Write for it.

## RACINE, WIS.

**THE  
RACINE STORAGE & TRANSFER CO.**

Andrew Matson

1327-31 Liberty St.

Racine, Wisc.

Fireproof Warehouse

MOVING—CRATING—PACKING—SHIPPING

Merchandise Distribution

Heavy Hauling

# CANADIAN WAREHOUSE SECTION

VANCOUVER, B. C.

ELMER JOHNSTON, Pres.

IN VANCOUVER IT'S THE

## JOHNSTON

National Storage, Ltd.

STORAGE — CARTAGE

FORWARDING — DISTRIBUTING

*You Can Buy No Better Service*

TORONTO, ONTARIO

## Tippet-Richardson Limited

218 FRONT STREET EAST TORONTO, ONT.  
C. F. B. Tippet, President C. A. Richardson, Vice-President

MONTREAL, QUEBEC

## Morgan Trust Company

Furniture Storage Two Warehouses

For 90 years  
connected with Montreal business.

All consignments  
to us will receive most careful  
attention.

1455 UNION AVENUE

WINNIPEG, MANITOBA

George H. McKeag, Pres. and Gen. Mgr.

## SECURITY STORAGE CO., Ltd.

Portage Ave. at Huntleigh St.

Modern Fireproof Warehouse for  
HOUSEHOLD GOODS STORAGE

Motor Truck and team service, H. H. C. pool cars  
Member Can. S. & T. Assn.—N. F. W. A.—B. A. I. F. R.

TORONTO, ONTARIO

## CANADIAN RAIL AND HARBOUR TERMINALS, Limited

Foot of York St., TORONTO, Canada

CANADA'S FINEST WAREHOUSE

Cold Storage Dry

1,000,000 square feet of floor space, 2,200 feet of docks and  
transit sheds and 6,000 feet of railroad sidings. General storage;  
Bonded and Free Storage; Cold Storage; Office and Display  
Space; Lowest Insurance. Transportation to every part  
of the Province and Dominion.

Free Switching. Pool Cars to All Major Distributing Points

MONTREAL, QUEBEC

CUSTOMS AND EXCISE BONDS

Storage—Fireproof and Frostproof  
Private Railway Sidings  
Truck Delivery Service

Pool Car Distribution  
Forwarding  
Office and Left Space

## NATIONAL TERMINALS OF CANADA LIMITED

"Right in the Centre of Montreal's Wholesale District"

ALEX. FLEMING,  
General Manager.

General Office  
55 GREY MOUNT STREET  
(Foot of McGill Street)  
Montreal, Que.  
Phone Marquette 8861★

TORONTO, ONTARIO

## W. J. PICKARD, Ltd.

369 Church St.

PACKING—MOVING—STORING—SHIPPING  
POOL CARS DISTRIBUTED

YOUR INTERESTS  
WILL BE SERVED

MEMBERS

N. F. W. A.—Can. S. & T.—  
F. W. R. A.—T. C. & W.

WESTMOUNT, QUEBEC

Est'd 1903

Montreal, Can. W. G. Kenwood, Pres. & Man. Dir.

## WESTMOUNT TRANSFER & STORAGE, Ltd.

205 Olivier Ave., Westmount, P. Q.

Local and Long Distance Movers

Private Room System for Storage

PACKING AND SHIPPING

Charges Collected and Promptly Remitted

Member N. F. W. A.

The Men Who Distribute

## Calumet Baking Powder

Read DISTRIBUTION & WAREHOUSING  
and consult the Directory of Warehouses



## SERVICE FROM THE START

THEY await your arrival—it seems—these alert, courteous attendants, ever on hand at the Shelby portals. Your baggage is away—and to your room or suite in no time. You feel the smile you see everywhere—its genuine hospitality. Too, you'll like Hotel Fort Shelby's convenient location—its smart lobby shops—the good food of its three popular priced restaurants. Complete garage facilities.

900 rooms—all with private bath, circulating ice water, box-mattressed beds and tip-eliminating servidors. Rooms \$2 to \$10. Suites \$6 to \$25.



# Hotel Fort Shelby

MAYNARD D. SMITH  
President  
DETROIT

"A GLOW WITH FRIENDLINESS"

## INDEX TO GENERAL ADVERTISERS

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